

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the

**Highest Awards
Made . . .**

These substantiate our claim
that : : : :

**Colman's
Mustard**

IS THE BEST IN THE WORLD

CARR & CO.'S BISCUITS



have received the approval of the highest authorities all
over the world. Their **Cafe Noir** has never been
equalled.

WE SAMPLE YOUR CUSTOMERS.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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

**To our
Many
Customers**

and all other readers of
THE CANADIAN GROCER
we extend our wishes
for a

Very Merry Christmas

AND A

Prosperous New Year,

and thank those who
have favored us with

their patronage during the past year; and assure
our customers that all orders placed with us in the
future, as in the past, will receive prompt and pains-
taking attention. What with our increased facilities
for manufacturing and our modern machinery, we
are in a better position than ever to handle satis-
factorily all orders entrusted to us.

ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. S. CAMPBELL.

WILLIAM PRATT.



**The
Australasian Grocer**

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:

Melbourne,
Sydney,

Fink's Buildings,
Post Office Chambers.

AMERICAN OFFICES:

New York,

Park Row Building.

BRITISH OFFICES:

London,

42 Cannon St., E.O.

Specimen Copies Free on Application.

**SOME
MERCHANTS'
EXPERIENCE.**



Solomon said in his haste: "ALL
MEN ARE LIARS!" He didn't mean
it. He was simply so mad with one
man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our ex-
perience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She
will never sit down on a hot stove lid again, and that shows good judgment.
But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books
that were represented to be absolutely correct in count and made up just as
good as any other, but they were not, and you won't know what a perfect
coupon book is until you have tried either Allison's Coupon Books or Allison's
Coupon Pass Books. Both are good; one book suits some, while the other
fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use
books in large quantities. Our books are carried in stock by jobbers. We will
be glad to send you a free sample.

Allison's name on a Coupon Book is
itself a guarantee of perfection.

For Sale in
Canada by

The Eby, Blain Co., Limited, Toronto.
C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Symington's

**"Edinburgh"
Coffee
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

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

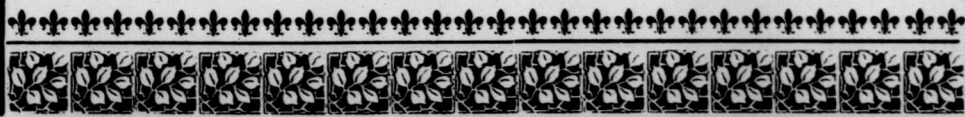


Merry Christmas

from
the makers of

Fry's Cocoa

*A Box of
Fry's Chocolate Confections
will make a nice present.*



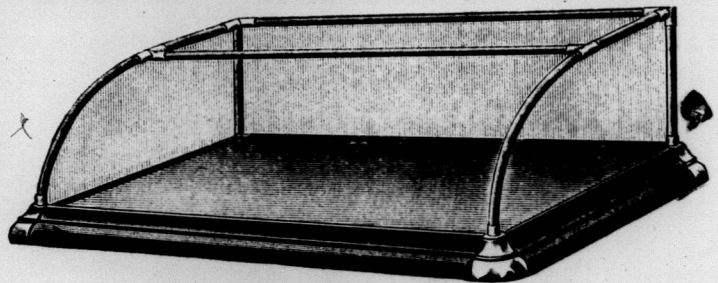
Twenty-Nine Days Voyage to the Tropics

STARTING FROM HALIFAX AND PROCEEDING TO BERMUDA, ST. KITTS, ANTIGUA, DOMINICA, MONTSERRAT, ST. LUCIA, AND BARBADOS BY PICKFORD & BLACK STEAMERS—Return to St John in 29 days.

S.S. ORURO,	Dec. 16.	S.S. ORINOCO,	Jan. 27.
S.S. BENEDICK,	Dec. 30.	S.S. ORURO,	Feb. 10.
S.S. OCAMO,	Jan. 13.	S.S. BENEDICK,	Feb. 24.

Inquire of R. M. MELVILLE, Toronto.
 " " ROBERT REFORD & Co., Montreal.
 " " SCHOFIELD & Co., Limited, St. John.
 " " PICKFORD & BLACK, Halifax.

Special Holiday Offer.



Length, 3 ft. ; Height, 13 in. ; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

\$25.00 This offer means 56 per cent. profit for you.

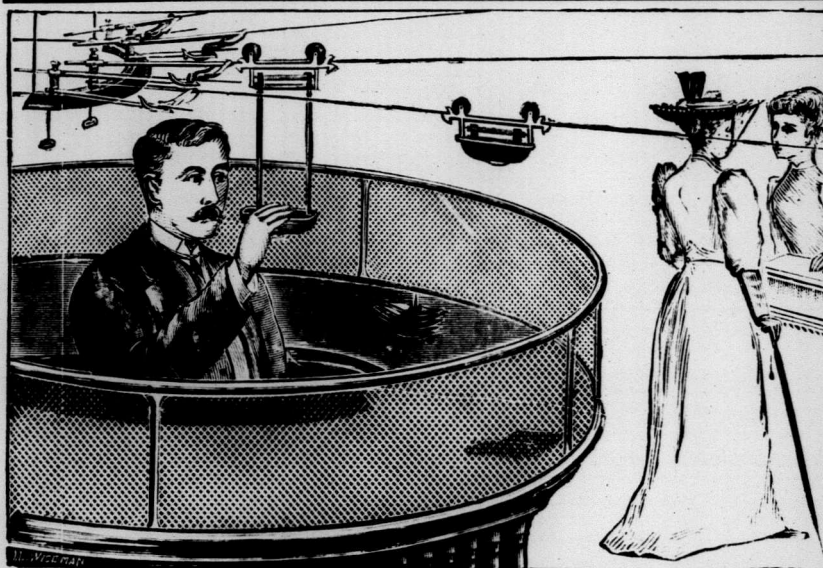
To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in a position to make this astonishing offer.

Proceeds from selling Toilet Soaps	\$27.20
Value of Show Case	12.00
	\$39.20
Our Special Net Price for a Limited Time	25.00
	Your Net Profit, \$14.20

Write Us To-Day For Further Particulars.

JOHN TAYLOR & CO.

77 Front Street East, TORONTO.



Champion Cash Carriers

These Carriers have been in use for the last twelve years, and have given the best of satisfaction. Will save the cost in 6 months' time.

S. S. KIMBALL,

(Bell Telephone 1964 Main.) 577 Craig St., MONTREAL.

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1726.

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

POLLEY & WHITE

MANUFACTURERS OF

Canadian Evaporated Apples, Onions AND OTHER VEGETABLES.

Dealers in Dried Apples and Apples for Export.

Correspondence Solicited.
 Cable Address: "WHITE," TRENTON.

TRENTON, Ont., Canada.

A Box
of Payne's Cigars
will make a
nice Christmas Gift.

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



"Sterling"
Brand
Pickles

FOR THE
NEW YEAR.

You will make no better choice. These pickles are famous the Dominion over, and increased fame has come to them from customers and the trade during the first year of this new century.

- See that your stocks
- are well assorted.
- Ask your wholesaler
- for quotations.

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

1901
was a great year.
We want to
make 1902
greater.

Tillson's
Pan - Dried
Oats.

To
You All
We
Wish a Merry
Christmas
AND
A Prosperous New Year.

The Largest
Sale in their
History.

The Tillson Co'y, Limited,
Tilsonburg.

Broke all
Records in
1901.

THERE'S
Rushing, Hustling, Bustling,

in the kitchen these days, for sure enough there are only four more days in which to prepare cooking for Christmas feasts. No particular cook wants to be bothered with the cheap, weak, adulterated extract, and it is the wide-awake, up-to-date grocer that will sell and recommend to his lady customers

Jonas'
Flavoring Extracts,

for he will be repaid twenty-fold in profound thanks from the rushing, hustling, bustling housekeepers and cooks anxious that their cooking should be extra delicious. The purity, strength and richness of Jonas' Extracts go a long way towards assisting them attain this desired end. The high quality of Jonas' Extracts is remembered long after price is forgotten.

AND

whether you sell *Jonas' Flavoring Extracts* or not, we take this opportunity of wishing you one and all

A MERRY CHRISTMAS

AND

A HAPPY AND PROSPEROUS NEW YEAR.

HENRI JONAS & CO., - Montreal

ALWAYS BE PREPARED
to supply your customers with our

TEA
ROSE
DRIPS



FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

ROSE & LAFLAMME,
Wholesale Distributors, **MONTREAL**

BE READY!

to meet the requirements of the starch user by handling and commending the celebrated and well-known

IVORY GLOSS STARCH

and your opportunities for winning trade will be greatly increased.

It can be depended upon to give good results.

It contains no injurious ingredients.

It sells at a price that pleases the consumer and yet nets a good profit to the retailer.

Manufactured by
The St. Lawrence Starch Co., Limited,
PORT CREDIT, ONT.



We Appreciate Them--

The favorable remarks our Grocer friends are continually expressing to us regarding our winning team, "Golden Quintessences" (for a 25c. line) and "R.F." (for 10c.). To any who have not yet tried them we shall be pleased to quote prices, and warrant the goods to secure your favor.

THE ROBINSON MFG. CO., 59-61 Front St. E., TORONTO

IT'S SELLING NOW—

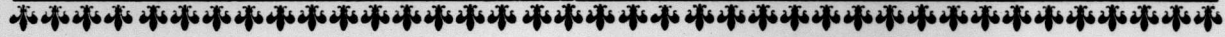
Neilson's Home-Made Mince Meat

In 2-lb., 5-lb. tins ; 12-lb., 27-lb. pails ; 65 lb. tubs.
Housewives like to buy it, grocers make money in selling it.
Have you tried it yet? Write us AT ONCE for prices.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., Toronto

We wish our many friends a
Bright and Prosperous Christmas



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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



A QUARTETTE:

ATTRACTIVE Package.
ATTRACTIVE Quality.
ATTRACTIVE Price.
ATTRACTIVE Profit.

PATERSON'S

Camp



Coffee



Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

IN
CAKES
WELL KNOWN AND RELIABLE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

IN TINS
GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

turer is at fault, the retailer has to be his complaint bureau, and when a badgered clerk inveighs against a fussy old gentleman, the retailer pays for it. If the fashionmaker blundered, or a bank fails, or the thermometer goes too high or too low, the retailer pays.—Fame.

CAUSE AND EFFECT.

Drop a pebble in the water—
Ripples quickly spread around,
Growing larger, larger, larger,
Till like swelling waves they're found.
It may be a tiny pebble,
But the ripple it will make
In an ever-winding circle,
Will spread over all the lake.

Drop an adlet in the paper—
It is read as soon as seen.
Others see it, read it, heed it,
And a fortune it may mean.
It may be a tiny adlet,
But if honest, well displayed,
You may rest serenely certain,
An impression it has made.

John S. Grey in Fame.

GOOD ADVERTISING AN IMPORTANT MATTER.

There is advertising and good advertising. In other words, it is possible to spend large sums of money on advertising and to reap no benefits therefrom, and it is also possible to build up a large business by means of a gradual and properly developed system of advertising. Many kinds of advertising are open to manufacturers, says Ironmongers' Chronicle, but the advantage of using trade journals as advertising mediums are so obvious that we can allude to the subject without fear of being accused of self-interest. To reach the trade the trade paper must be employed, and to reach the cream of the trade the best journal and one which has attained a high degree of popularity should be selected. It is of little use to advertise the manufacturer's name and address, and with a brevity not commendable—state that the advertiser "makes tools or implements." What is wanted is to impress readers with some special qualities, of production remind them of seasonal lines, lead them to ask for quotations, and either by judicious wording or pictorial illustration induce them to associate that firm alone as the best maker of those particular goods. The makers of novelties and specialities may go further, and stamp upon the minds of their

readers the real sterling merit of the goods they offer, and above all, by illustration and description, leave a clear impression on the minds of all who study the advertisement of what the article is like, and to what extent it is likely to become popular. Goods should sell because of their merits, and a clear, living advertisement should be like a clearly explained description. Indeed, those who "live by advertising" say a properly drawn advertisement is equal to a verbal description by an eloquent salesman.

BRITISH CHEESE AND BUTTER SUPPLIES.

THE GROCER'S JOURNAL, London, Eng., says: "During the past 10 years the total supplies of both cheese and butter have distinctly increased, but much more largely for butter than for cheese. Practically, our home production of both cheese and butter is fairly stationary, the fluctuations being more the result of favorable or adverse seasons than anything else. The figures distinguishing colonial from foreign produce show us that for both these products the quantities obtained from the colonies have increased in far greater proportion than have those from foreign countries. Colonial cheese has increased from 15,781 tons in 1892 to 81,460 tons in 1901, an increase of nearly 80 per cent.; whereas foreign cheese has decreased from 59,452 tons to 49,578 tons, a decrease of 20 per cent. in the 10 years. Of colonial butter the increase has been from 6,323 tons to 32,000 tons, or just 433 per cent.; while the increase in our imports of foreign has been from 101,796 tons to 143,459 tons, or 41 per cent. So far as the prospects for the coming season are concerned it is not thought likely that 1901-2 will see larger total supplies of either cheese or butter than in the past year. This is the deduction made from the droughty season in the United Kingdom which has resulted in a very small home make. The United States will send us smaller quantities of both cheese and butter, while it is not thought that the Australasian shipments will be any larger than last season. With this, the increased supplies of Siberian and Canadian butters and of Canadian cheese will not be sufficient to make up for the deficiency in the home production. As a consequence of this rather higher prices are anticipated.

"FACED" INDIAN GREEN TEAS.

THE following is from the proceedings of the general committee of The Indian Tea Association, at Calcutta, on November 5. Letters dated October 4, 11 and 18, from the secretary Indian Tea Association, London, were brought up for final consideration after previous circulation. The principal matters dealt with in these letters were:—

(a) Green teas.—The London committee had considered the circular issued in Calcutta on September 9, in which proposals for bulking green teas in Calcutta were advanced. They were in general agreement with the scheme outlined in the circular. Information was also contained in the letters regarding an offer made by The Baraooora (Sylhet) Tea Co., Limited, to manufacture 200,000 lb. of "faced" green tea for 1902 in consideration of the bounty. This offer had been accepted by the London committee conditionally on (a) funds being available; (b) the tea made by the company in 1901 being suitable; and (c) the teas being sent to the firms in America selected by the Calcutta committee to deal with green teas.

The general committee observed that the offer of The Baraooora Co. had reference to "faced" green teas, which, they understood, were in demand in the United States. The scheme set forth in their recent circular dealt with the unfermented or Ceylon type of green tea, which they believed was preferred in Canada.

CONTAINS VALUABLE INFORMATION.

In renewing his subscription to THE CANADIAN GROCER, Gilbert S. McConnell, Vancouver, B.C., writes: "THE CANADIAN GROCER is a great credit to your company and to Canada. It contains most valuable information, and I am exceedingly well pleased to be one of your subscribers."

CANADIAN SUGAR 50 YEARS AGO.

The following item from The Toronto Globe, of December 13, 1851, was reprinted in that journal on Saturday, December 14:

DR. NAPHEGYI'S BEET ROOT SUGAR.

The doctor has favored us with a sample of sugar manufactured by him at his sugar factory in Paris, C.W., from the sugar beet. Although dark a little in shade, it is pure and crystalline in appearance, and has a very pleasant flavor, much more powerful and more agreeable than muscavado.

To The Grocery Trade:

Accept the assurance of our hearty good wishes.

LUCAS, STEELE & BRISTOL, Hamilton, Ontario.

To the Merchants of Canada:

DEAR SIRs,—We defy any manufacturer to say that we ever copied his label or tried to work on his reputation for goods. We have used JERSEY CREAM for our trade mark for years, and still intend to use it until the courts decide otherwise. We claim we have made no infringement on any man's trade mark. The Trade Mark Act is framed to protect the public from being defrauded; that is, a buyer must be willing to swear that he went into a store and purchased an article and was given one so imitated that he did not notice the difference. The man who would take JERSEY CREAM YEAST CAKES for the article that they claim we have copied would have to be stone blind, and a fool. As to damages, gentlemen—when this case is decided we think they will be very much the other way. Go on selling JERSEY CREAM YEAST CAKES. We will stand back of you and every package sold, and it will not only be sold over all Canada, but the United States as well, and we shall start a branch in Buffalo in 1902.

Wishing you each and all a Merry Christmas and prosperous New Year, we remain,

Yours very truly,

Toronto and Hamilton

LUMSDEN BROS.,

Goods that are scarce

We have them

At right prices

- Whitings' Imperial Selects, in quarter-boxes
- Five-Crown Imperial Clusters
- Four-Crown Imperial Clusters
- Bevan's Connoisseur Clusters
- Rein's Black Baskets
- Bevan's "Bull" Brand Shelled Almonds
- Schisas' Vostizzas, beautifully cleaned
- Schisas' Casalina Patras, cleaned
- Messinese Fine Filiatra, cleaned

ALL ORDERS PUSHED OUT DAY RECEIVED

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

We thank our many customers for their liberal patronage during the past, and wish one and all a MERRY XMAS and a happy and prosperous New Year.

Yours very truly,

THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front St. East, TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Gananoque Departmental Store Co., Limited, Gananoque, Ont., has offered to compromise.

A. Tremblay, general merchant, Chicoutimi, Que., has assigned.

Turcotte & Reynand, grocers, Montreal, are offering to compromise.

A bailiff is in possession of the stock of Mrs. A. Duval, candies, etc., Ottawa.

J. C. Ebsary, grocer, Sydney, C.B., has assigned and his creditors met on December 16.

Alfred Charlevois, general merchant, Coteau du Lac, Que., is offering 40c. on the dollar.

H. H. Playford & Co., tobacco merchants, Nelson, B.C., have assigned to H. R. Cameron.

A demand of assignment of Arsene Charlebois, trader, Point Claire, Que., has been filed.

Douglas & Douglas, general merchants, Leduc, N.W.T., have assigned to R. T. Telford, Leduc.

A. A. Laferriere & Co., general merchants, Berthierville, Que., are offering 25c. on the dollar cash.

The creditors of T. D. Detloo, general

merchant, Innisfail, N.W.T., held a meeting on December 16.

The creditors of H. Desmarais, general merchant, Marieville, Que., held a meeting on December 14.

The creditors of Mrs. Genaide Poulin, general merchant, St. Brigitte Des Saults, Que., met on December 17.

Judgments against Robert Stewart, general merchant, Tatamagouche, N.S., have been entered for \$1,633.

Joseph G. Bradley, grocer, Cornwall, Ont., has assigned to George J. Gogo, and his creditors met on December 18.

Wm. H. Towle, grocer, Guelph, Ont., has assigned to Wm. A. MacLean, and his creditors held a meeting on December 18.

James Thompson, liquor merchant, Kingston, has assigned to Wm. King, and a meeting of his creditors called for December 18.

H. Lamarre has been appointed curator of the assets of H. Desmaris, general merchant, Marieville, Que., and his creditors met on December 18.

PARTNERSHIPS FORMED AND DISSOLVED.

J. H. and N. Fink, tinsmiths and grocers, Mattawa, Ont., have dissolved.

Van Tassel & Webber, general merchants, Digby, N.S., have dissolved.

Kirkland & Topp, commission merchants, Vancouver, have dissolved.

Chappell & Warren, grocers, Sydney, N.S., have dissolved partnership.

Hickey, Morris & Frazer, salmon canners, Vancouver, B.C., have dissolved.

N. McLellan & Co., flour and feed merchants, Columbia, B.C., have sold a half interest to E. C. Hennegar.

John T. Vanvleit & Son, grocers, etc., Lacolle, Que., have dissolved, and H. W. Vanvleit has registered as continuing.

Bannerman Bros., grocers, etc., Greenwood, B.C., have dissolved, and David Bannerman, who has bought his brother's interest, continues.

SALES MADE AND PENDING.

Andrews & Son, grocers, London, Ont., are negotiating to sell to Y. F. Mossop.

The assets of J. U. Langlois, general merchant, Magog, Que., have been sold.

The stock of E. Noel, general merchant, Montmorency Falls, Que., has been sold at 60c. on the dollar.

The assets of J. Moranda & Frere, general merchants, St. Raymond, Que., were sold on December 17.

James Sinclair, grocer, St. John, N.B., had his stock advertised for sale by the sheriff on December 13.



PROFITS.

It is for them that you toil. Success in gaining good profits depends upon the quality of the article sold. There is a sure profit for the grocer in handling

**MacLAREN'S IMPERIAL CHEESE or
" ROQUEFORT "**

because it is known by and sells on its merits.

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

51 Colborne Street, Toronto.

RUSH ORDERS

Write, wire or 'phone at our expense if requiring any Xmas goods. **WE ARE QUICK SHIPPERS.**

THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

Harry Walker, cigar manufacturer, London, Ont., is about selling out.

Charles Hawkins, grocer, Windsor, Ont., is advertising his business for sale.

The stock of James Sinclair, grocer, St. John, N.B., has been sold by the sheriff.

The stock of Dufour & Lacomb, general merchants, Chicoutimi, Que., has been sold at 79½c. on the dollar.

CHANGES.

W. H. Branton, grocer, London, Ont., has closed up.

P. Dumochelle, grocer, Belle River, Ont., has sold out to C. Martin.

E. Noel & Co. have registered as general merchants, Montmorency Falls, Que.

The Dresden Sugar Co., Limited, Dresden, Ont., has obtained a charter.

Mrs. L. N. Picotte, has registered for L. N. Picotte & Co., traders, Montreal.

The Castile & Mill Soap Co., of Preston, Limited, Preston, Ont., has obtained a charter.

R. J. Harper & Co., general merchants, Neepawa, Man., have sold out to A. E. Fremlin.

The stock of W. T. Bremner, general merchant, Baldur, Man., has been sold at 50c. on the dollar.

The stock and fixtures of C. A. Caruthers, grocer, Winnipeg, have been sold to A. Bell at 50½c. on the dollar.

Thomas L. Lounds, grocer, Halifax, has removed to Dartmouth, N.S.

H. N. Boss, general merchant, Summit City, B.C., is giving up business.

W. A. Hunter, baker and confectioner, Holland, Man., has sold to E. J. Merrel.

W. O. Purdy, tobacco merchant, St. John, N.B., has sold out to Phillips & Co.

D. T. Gillies, general merchant, Muirkirk, Ont., has sold out to D. S. McGugan.

O. Carson succeeds the St. Ouens Trading Co., general merchants, St. Ouens, Man.

Gordon & McLean., confectioners, Gladstone, Man., are succeeded by Allan McLean.

The stock of Mary Breen, general merchant, Beulah, Man., has been sold to C. W. Clifton & Co.

W. M. Green & Co., confectioners, Neepawa, Man., has sold out to Wilkins & Richardson, who take possession January 1, 1902.

Marie Leclerc, widow of Alphonse Leclerc, has registered as proprietress, under the name of Leclerc & Letellier, wholesale grocers, Montreal.

A. Vailiquette, Montreal, who has been running a departmental store there under the style of E. Lepage & Co., has ceased doing business under that name.

FIRES.

J. Colborne, general merchant, Harrison, Ont., suffered loss by fire. The stock was insured.

DEATHS.

E. R. Simard, general merchant, Chateau River, Que., is dead.

LOBSTER SEASON IS NOW OPEN.

As a result of an interview between Lieut.-Col. Tucker, M.P., of St. John, N.B., and the Acting Minister of Marine and Fisheries, Ottawa, an arrangement was made whereby the size of lobsters caught in St. John county, N.B., is to be not less than 10½ in. hereafter. The date for the commencement of lobster fishing began this year on December 15, instead of January 15, as in the previous year, and will end on May 31, 1902. This only applies to St. John county.

NEW HALIFAX GROCERY FIRM.

A. M. Boutilier & Co.'s late wholesale grocery and commission business at 61 and 63 Gottingen street, Halifax, has been purchased by J. Frank Crowe & Co., who have removed to the premises at the head of the Central Wharf, lately occupied by A. Pyke & Son, where they have opened out with a complete stock of staple and fancy groceries.



QUALITY COUNTS.

Why purchase goods of inferior quality when you can buy

UPTON'S

Jams, Jellies, and Marmalade at the same prices?

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

Selling Agents,

51 Colborne Street, **TORONTO**

THE DOMINION COMMERCIAL TRAVELLERS' ASSOCIATION.

THE scrutineers, Messrs. Riddell and Common, reported at the annual meeting of the Dominion Commercial Travellers' Association, held in Karn Hall, Montreal, December 14, that the following had been elected office-bearers for 1901-1902:

President—Mr. James Robinson, by acclamation.

Vice-president—Mr. George Mann, 1,203 votes. The other candidates were Messrs. Gus. Harris, 576 votes, and Fred. Birks, 216.

Directors—Messrs. W. B. Matthews, 1,247; E. F. Doutre, 1,195; R. C. Wilkins, 1,182; W. H. Evans, 1,159; Arthur Fournier, 1,079.

The other candidates were Messrs. W. E. Dickson, A. Gall, R. G. Plow, J. A. Thompson, and F. T. Pilon, but the number of votes cast in their favor was not made public.

Treasurer—Mr. J. S. N. Dougall, re-elected by acclamation.

The total number of ballots cast was 2,078, of which 28 were rejected for various reasons.

Mr. T. L. Paton, the retiring president, occupied the chair. The annual report of the directors was taken as read, the president remarking that it was, perhaps, one of the best statements presented. All the mortgages were in a satisfactory state, except the second mortgage bonds of the board of trade. A proposition has been submitted to the association to forego the interest for two and a half years, to enable the board to erect an up-to-date building, and the proposition had been agreed to.

SECURITIES IN GOOD SHAPE.

The sanction had been obtained, he said, of all the second mortgage bondholders whose addresses were known to the board of trade, and the intention was to tear down the walls of the burned building this winter, and to then commence the erection of a new structure. The association's security would then be better than it was before. He mentioned that this was the twenty-seventh year of the association's existence, and said that during that time there had been 355 deaths, on which the association had paid out \$304,000. In many cases these payments were the only money the family had at the time of death.

The names of the 32 members who had died during the year were read, and the report was unanimously adopted.

During the evening, Mr. George Fielders, a member of the association who had

returned from the South-African campaign since the last annual meeting, was invited to a seat on the platform.

The trustees of the educational fund reported that of the five pupils under their care at the beginning of the year two had retired. Applications had been received for two scholarships during the year, but the children subsequently removed to Toronto, where education was free. The amount disbursed was \$125.75, leaving a balance of \$44.46, and, as this was not sufficient to meet requirements for the ensuing year, an appropriation of \$150 was asked for.

On the motion of Mr. J. T. Dwyer, seconded by Mr. R. C. Wilkins, the report was adopted, and the appropriation asked for granted.



Mr. James Robinson, the New President.

The trustees of the fund were reelected, namely, Messrs. George Sumner, George Boulter, David Watson, Charles Gurd and Robert Henderson.

The meeting then resolved itself into a committee of the whole, and discussed the revised by-laws of the association.

OBJECTS OF THE ASSOCIATION.

The objects for which the association is established are:

1. To promote and protect the interests of commercial travellers generally.
2. To elevate the intellectual, moral, social, and material welfare of its members.
3. To make provision against accident or death, and to assist the widows and orphans of deceased members.
4. To secure from transportation companies, hotels, telegraph, telephone, insurance, and other companies and persons,

just and equitable concessions and privileges.

With some slight verbal amendments, the by-laws were adopted, on the motion of Mr. Max Murdock, seconded by Mr. G. A. Mann. Mr. Murdock said that at the first meeting of the directors after the board of trade fire it was discovered that the by-laws had been destroyed. It was thought an opportune time to introduce a new set, and a committee was appointed for the purpose, and it made its presentation to the board three or four months ago.

Mr. Samuel Woods gave notice of motion that, if, after 20 years, a member finds himself unable to pay his annual subscription, it shall be charged against his mortuary account, and deducted, with interest, from the claims of his heir or heirs.

The retiring president thanked the association for the courtesy which had been shown him during his year of office; and the new newly-elected president returned thanks for the honor which had been conferred upon him, an honor which he fully appreciated.

A vote of thanks was, upon the motion of Hon. J. D. Rolland, accorded to the retiring officers.

To Mr. J. H. Morin, who leaves for Toronto next month to join the firm of Messrs. P. D. Dods & Co., a hearty god-speed was wished, and the meeting closed with the singing of "God Save the King."

THE NEW PRESIDENT.

Mr. James Robinson, the newly elected president, has been a member of the association for 22 years. He was born in Montreal on May 1, 1856, and, since first donning his first pair of bootees, he has been very much felt in the shoe business of Canada. His first experience was with Ames, Millard & Co., now The Ames, Holden Co., Limited, where he worked nine years in the manufacturing departments and obtained an experience that has since been invaluable to him. He commenced to travel for Jas. A. Young & Co., but this concern ceased to exist one year afterward, and Mr. Robinson became identified with the late Hon. G. Bress, of Quebec, with whom he continued for eight years before he launched in the jobbing business on his own account. He began operations in a private house on Park avenue, Montreal, and, although there were lace curtains on the front windows in lieu of a sign, and no outward fact to indicate that a large shoe business was being conducted within, he managed to make a turnover of over \$200,000 in the last 12 months he occupied it.

Seven years ago Mr. Robinson took the premises at 208 210 McGill street, and

CHRISTMAS SPECIALTIES

CHRISTIE'S Plum Pudding, put up in 1-lb. and 2-lb tins,
with key attachment.

CHRISTIE'S Shortbread, packed in 1-lb. tins and in bulk.

We confine our sales exclusively to the trade

CHRISTIE, BROWN & COMPANY, Limited
TORONTO AND MONTREAL

E. D. Marceau
Montreal

*Wishes to all - customers or not - the
Compliments of the Season---A Joyous
Christmas and a Most Happy New
Year.*

expected to have a couple of flats to spare. However, business grew so rapidly that a year ago he found it necessary to remove to 184 186 McGill street, where he has four storeys and a basement, besides a large warehouse for storage purposes. He has now the largest boot and shoe jobbing business in Canada, employing 15 travellers. Although a shrewd buyer, his appearance in St. Rochs is always welcomed, because he knows shoes and places orders heavy enough to keep some of the factories busy all the year round.

Mr. Robinson's ability as an organizer was well exemplified recently by the successful manner in which he reorganized the Maple Leaf Rubber Co., of which he is now president. He also holds presidential positions in the Durham Rubber Co., Bowmanville, Ont., and in the Shoe Jobbers' Association of Canada.

Mr. Robinson was a commercial traveller who began with little, and, by sheer force of energy and pluck, has built up a big business, and, mayhap, has made some money. At any rate he has lots of friends who believe he has and are glad of it.

LARGE SHIPMENTS FROM PRINCE EDWARD ISLAND.

The Cacouna sailed this morning, having on board a large quantity of oats, butter, poultry, hay, etc. The following was shipped by Carvell Bros.: 43,000 bush. of oats, 120 tons of hay, 21,000 lb. of beef, 12,000 lb. of mutton, 35,000 lb. of turkeys, ducks and geese.

Since the opening of navigation this summer, up till the present time, the firm of Carvell Bros. have shipped 465,000 bush. of oats, 875 tons of hay, 60,000 bush. of potatoes and large quantities of butter, cheese and other products.

This is perhaps the largest shipment of produce ever made during one season in the history of Island commerce. The total amounts of the shipments are perhaps not equalled in Canada. These shipments are of inestimable benefit to the farmers throughout the Island, and are a direct source of gain to them, as they are thus enabled to secure a ready market for their various products. Carvell Bros. will continue exportations to Newfoundland until the close of navigation.—Daily Examiner, Charlottetown, P.E.I., December 13.

John Barclay, who leased the Credit Valley Grist Mills, at Orangeville, a short time ago, has purchased R. Y. Blytt's, mill at Bellwood, Ont., where he has removed.

THE BEET-SUGAR INDUSTRY.

WIARTON DOINGS.

THE by-law granting the sugar company at Wiarton, Ont., a bonus to the extent of \$25,000 has passed its second reading without any alteration, and all that remains is to submit it to the electors. Besides the bonus, an assessment of \$80,000 on the company's property is provided for, which will yield \$2,000 a year in taxes. It will only cost \$1,839.55 to retire the bonus debentures.

PETERBORO' PREPARING.

At Peterboro', Ont., the committee appointed at the recent meeting between representatives of the sugar company and those interested in the sugar industry are sending out circulars to the township councils of that county and also to the adjoining townships of Cavan and Emily. These ask that these municipalities contribute in the providing of the \$50,000 bonus which is required before the company will commence building their \$800,000 factory in that town. As soon as can be arranged a deputation of farmers and others interested will go to Michigan to see the factories there and interview the farmers who are just now marketing their beets.

WORKING AT GALT.

The by law granting a free site to the North American Beet-Sugar Company, Limited, at Galt, Ont., has been introduced by the local council and will be submitted to the ratepapers on January 6 next. It appropriates \$4,000 for the above purpose, the estimated cost of the land required. If the site costs more the Galt Board of Trade will make it good, while if it costs less the surplus will revert to the town.

Stock in the sugar company is being offered for sale and a large amount has already been subscribed. As soon as \$50,000 is obtained the sugar people will add an equal amount which will enable them to secure a charter. Charlo, R. H. Warnock, manufacturer, also of Galt, has been appointed trustee to receive subscriptions for stock and acreage contracts.

DRESDEN COMPANY INCORPORATED.

The charter of the Dresden Sugar Co., Limited, Dresden, Ont., has been secured. The incorporators are: James Davidson, Bay City, president; John H. Walsh, Detroit, secretary; S. J. Fitzsimons, Detroit, treasurer; Timothy Hurley, Detroit, and G. E. Weir, Dresden, solicitor.

About 2,200 acres have already been voluntarily subscribed by the farmers, and

an agriculturist is going to work immediately to secure contracts for the rest of the necessary 6,000. The plant will cost \$600,000, and its capacity will be 600 tons of beets daily. It is expected that the factory will be ready for the making of sugar by the fall of 1902. To increase their facilities in the handling of beets, the Michigan Central Railway will be extended from the north through Dresden to Ridgetown.

TRADE CHAT.

JOSEPH L. SMITH has resigned his position of miller in the Springfield flour mills, Elgin County, Ont., where he has been for the past year and a half, to take charge of the Beaver Valley mills, Clarksburg, Ont.

Bennett & Dunn, Hanover West., Ont., are giving the interior of their store a coat of graining.

Roome & Cole have received the plate glass for the windows of their grocery store at West Lorne, Ont.

W. R. Pike's grist mill at Shannonville, Ont., was burned down recently. It was only partially insured.

A new grocery store and fancy bakery is being opened at Halifax by J. Lounds, next door to W. L. Tuttle's store.

S. Harriette, of Bancroft, Ont., is opening up a general store at Fort Frances, Ont., and has placed G. D. Wadsworth in charge.

James' grocery and butcher shop, at Ashburnham, Ont., has been taken over by John Malalane, who has opened out with a new and complete stock of groceries and meats.

V. L. Mathew's former premises, on York street, Fredericton, N.B., have been occupied by Bloise and Murray Bailey, who have opened out with a new stock of groceries.

To carry on a general store and mercantile business at Petitcodiac, N.B., James E. Humphreys, Clarence Grass, Daniel L. Lutes, John Murray, J. A. Nigilton and the Hon. Josiah Wood are applying for incorporation as The Humphreys & Lutes Co., Limited, with a capital of \$12,000 in 100 shares.

Burglars gained admittance to H. Renaud's grocery store, at the corner of St. Elizabeth and Vitre streets, Montreal, by breaking a glass in the door. Several bottles of liquor and some loose change that was in the cash drawer were secured, by this time the proprietor became aware of their presence, and they hurriedly decamped when they heard him coming.

Just the Thing you have been looking for.

NEW "HORSE SHOE" SALMON

CASES 8 DOZ. ½s, FLATS. Same Size as Flat Lobster Tin.

This can be Retailed at 10c. per Tin, and is a Very Popular Seller. Only a limited quantity to offer.

THE EBY, BLAIN CO., LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS.

TORONTO.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

IN the Miramichi River, N.B., smelts are now running, and this season's catch is being offered for sale. The shipments of these little fish to the United States from the Miramichi exceed two or three tons daily when the season is at its height.

At the annual meeting of the Petitcodiac Cheese and Butter Co., Petitcodiac, N.B., the following were elected officers: President, D. S. Mann; secretary, H. F. Hughes. Directors—C. W. Robinson, Herbert Trites, Harry Douglass, John Hughes. Auditors—W. McCully, Harry Douglas. The report presented stated that

1,218,176 lb. of milk were supplied by 70 patrons. The receipts were \$11,039.51.

As a result of recent trouble between union cigarmakers and a Kingston house, Hugh Bennett and William Strong are going to locate a new cigar factory in the Golden Lion block, Kingston. They are going to New York to purchase a stock of tobaccos with which to begin operations.

At Dundalk, Ont., the chopping and gristing departments of Moody & Son's flour and grist mill which is being erected has been started, and the flour department will be in operation shortly. Hector Moody is to be the manager of this mill. In Orangeville, Ont., the woollen mill which has been established by the company is running night and day.

A GOOD FISH STORY.

Down in Prince Edward Island the severe storm of two weeks ago forced a deep body of lully ashore in Kildare River, and when this lully afterwards formed into ice, it was discovered that large numbers of fish were imprisoned therein. The ice of the river has been prospected by a large number of Montrose and Kildare people, who found a multitude of large sea bass, weighing from 10 to 30 lb. each, which were either driven in by the storm or came to the river to spawn. Large quantities of these have been caught and shipped to New York, where it is expected they will bring from 15 to 20c. per lb. At these prices the catch should aggregate the people there \$2,500 at least. As the fish are in good condition they will probably average 15 lb. each.

Our Future King and Queen used Red Rose Tea--

This fact does not make the Tea any better, but it is good proof that it is recognized as a Tea of very fine

quality. It is one of the brands of goods that help advertise themselves.

Sell your customers a package and you will find their friends asking for it.

BLACK, MIXED and CEYLON GREEN.

T. H. ESTABROOKS, TEA IMPORTER AND BLENDER, ST. JOHN, N.B.

"SUPERIOR"

"Breakfast Cream"
(CEREAL)

"Gluten Flour"

Made by the latest processes from the world's best wheat of Manitoba and the Northwest. It will pay you to push their sales.

BECAUSE they are trade winners, put up in the best and most attractive package on the market.

BECAUSE the advertising in each case will sell your first order and they will afterwards sell themselves.

BECAUSE it pays to sell the best goods.

BECAUSE there is nothing your customers will like so well or need so bad when you are out of stock.

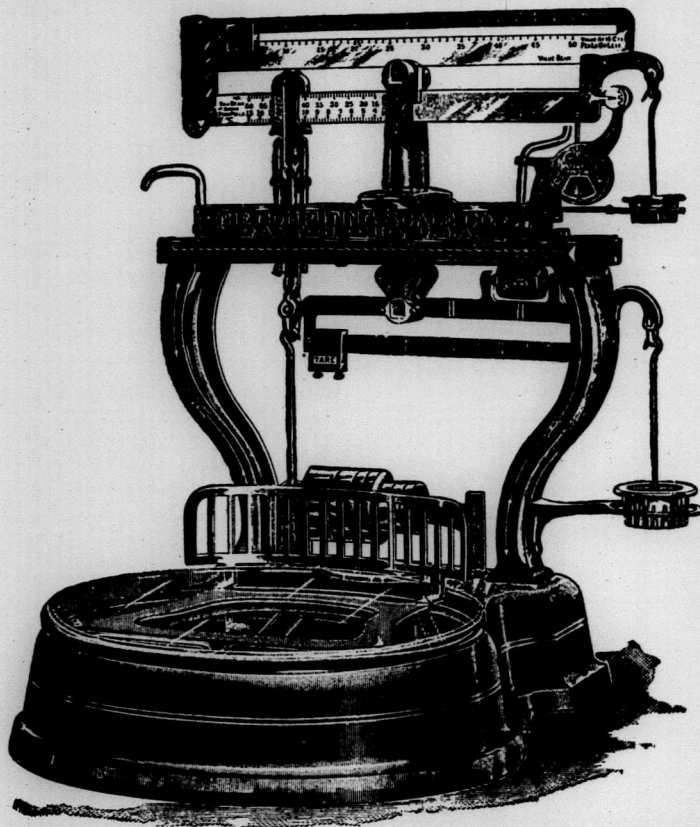
In cases containing 3 doz. 2¼-lb. packages or assorted cases containing ¾ c/o "Breakfast Cream," and ¼ c/o "Gluten Flour."

Through your wholesaler at prices quoted on page

North-Western Cereal Co.,

London, Ont.

THE EYE OPENER



OUR scales are eye openers for people who have never used a system of getting full and accurate results in handling their merchandise. Many a good, honest, and industrious merchant has failed after long years of patient work and worry, just simply because he gave away more than his profits amounted to, in trying to sell for profit over miserable make-shift weighing devices. Time has proven conclusively that too much care cannot be exercised in the selection of a scale, and time has proven our **MONEY-WEIGHT SYSTEM** of Computing Scales to be the best.

Our Scales are sold on easy monthly payments.

The Computing Scale Company

DAYTON, OHIO, Manufacturers.

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

E. E. Meeker, No. 50 Franklin St., New York, N. Y.

J. B. Pollier, Dist. Agent, No. 1662 Notre Dame Street, Montreal, Que., Canada.

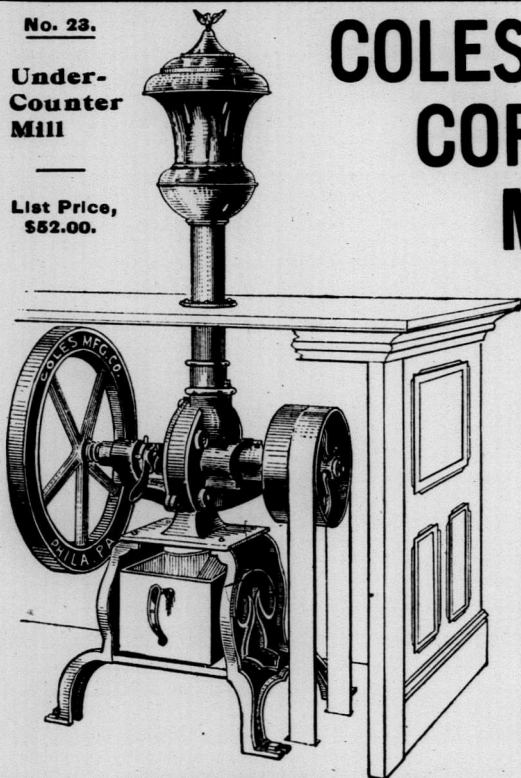
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.

White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Rowntree's Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

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MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.
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THE HUDSON'S BAY CO., WINNIPEG.



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Telephone 2701.
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

THE AFFAIRS OF THE ROSS TEA CO.

WE have been informed by Mr. Ross, of The Ross Tea Co., that, while what we said last week in regard to the affairs of his company was substantially correct, explanations are necessary in one or two particulars, in order that wrong impressions may not be created.

The reason, for example, that only 100 lb. of tea figured in the assets was that when The Lipton Co. issued the writ delivery of tea was stopped and the bills of lading were handed over to the representatives of the shipping firms. Then, in regard to the meeting of the creditors. He declared that all the creditors whose accounts were \$100 and over were represented and urged him to sell the assets to Mrs. Ross. Two meetings were held, and at the first The Lipton Company's lawyer was present, but the latter did not participate in the proceedings of the second meeting. At the first meeting, Mr. Ross says he offered to pay in full, if given time, as he did not look upon the \$6,000 liabilities as a sum impossible to overcome.

Besides excessive advertising, the serious sickness of one of the principal members of the staff had also handicapped the company.

In regard to the notes extended over a period of 18 months, referred to in our last issue, Mr. Ross says he did not refuse to procure an endorser, but it was impossible for him to get one to meet the approval of The Lipton Company.

Within the last few days Mr. Ross has completed arrangements whereby new capital is to be put into the business, and he wishes to emphasize the statement that as soon as possible the company will pay its liabilities in full.

CANADIAN FLOUR FOR AFRICA.

The Department of Agriculture, at Ottawa, has received an order from the War Office for 1,000 tons of Canadian flour for shipment to South Africa. This is equal to 10,000 barrels.

Flour exporters to whom "The Canadian Grocer" has spoken, do not look for the development of a large trade with South Africa, Australia being more favorably situated geographically for supplying that market. And our official trade returns do not offer much encouragement, for, while during the fiscal year ending June 30, 1900, we exported 31,457 barrels to British Africa, only 5,000 barrels were sent during the fiscal year ending June 30, 1901.

While a large trade may not be developed in flour with South Africa, it is possible a steady trade for a moderate quantity may be secured. As long, however, as there is an absence of a direct steamship service between Canada and South Africa, we can expect but very little results. Canadian products exported to Africa via New York are frequently allowed to lie on the wharves at the latter point weeks together, goods from the United States being invariably given the preference over those from this country.

CAUSE OF THE WEAK POTATO MARKET.

The American market for potatoes went off considerably last week. A cargo from Scotland and another from Hamburg, arriving at New York, was the cause of the decline. As it is unknown whether there will be heavy arrivals from these ports, it is uncertain whether the market will decline further or not.

THE ADVANCE IN CHEESE.

The improved feeling in cheese reported a week ago has caused the prices in Toronto and Montreal to advance ½c. per lb. Holders on this side of the Atlantic have now greater confidence in the

future, and are not so liberal in their offerings. Several inquiries have been received from dealers in Great Britain, indicating that the demand there has begun to improve, and the outlook is distinctly brighter. The dealers over there seem to be getting over their cautiousness in bidding, and more cable offerings are being made.

SUGAR AT THE LOWEST POINT ON RECORD.

GRANULATED sugar in Canada is to day at the lowest point on record, the price at Montreal now being \$1 per 100 lb., and at Toronto \$1.18. This is the result of a 10c. decline which went into effect at 12.55 p.m. on Wednesday.

Since our last report the sugar market, generally, has become much demoralized. Beet sugar in Europe has again receded to the lowest point on record, which it touched a couple of weeks ago, namely, 7s. 7d. f.o.b. Hamburg for 88 degree for December shipment. This is on the basis of 3½c. for centrifugals in New York, and as a result 25,000 tons of beet have been bought in Europe by United States refineries.

In New York the Arbuckles have again led in the reduction of refined, having marked their figures down 10c. The reduction in Canada was doubtless in sympathy with that act.

An increase of 280,000 tons in Mr. Licht's estimate of the European beet crop, making the quantity 6,710,000 tons, has naturally had a bearish influence. And there are those who believe that a 7,000,000-ton crop is not at all improbable.

The number of central sugar factories in Cuba at work on the new crop is increasing, and Willett & Gray, the sugar experts, say that supplies from that crop will soon be available at the seaports.

TORONTONIANS SENDING FIGS TO NEW YORK.

There has been a heavy demand this week in Toronto for natural figs for shipment to New York. As a result from 8,000 to 10,000 bags have been picked up and shipped to that point, several cars being required for the purpose.

Wholesale dealers in Toronto are quite gratified. They had imported an unusually large quantity this season, and these sales on New York account relieve them of a good deal of concern. The wholesale price of naturals in Toronto to the retail trade is 3½c., and one house informs us that they had intended reducing the figure to 3c. had not the demand from New York opportunely come in and relieved it of the necessity of doing so.

THE INTERCOLONIAL RAILWAY QUESTION.

THE resolution passed by the Halifax Board of Trade a couple of weeks ago recommending the handing over of the Intercolonial Railway to the Canadian Pacific Railway has naturally become a live subject for discussion. Had any other board of trade in the Dominion adopted such a resolution, it is improbable it would have attracted as much attention, Halifax being the main point on the I.C.R., and consequently more concerned than any other in such a new departure as the resolution proposes.

Whatever may be one's views as to the pros and cons of the question we believe that more good than harm will result from its again being brought before the attention of the people of this country.

The transportation question in this country transcends all others; and it is likely to do so for some years to come. Anything, therefore, which tends to keep the public view centred upon it and stimulates its discussion is to be courted rather than discouraged.

The particular phase of the transportation question which has been thrust upon the attention of the people of Canada by the resolution of the Halifax Board of Trade has, like all other questions, two sides to it.

Undoubtedly there would be some advantages gained by handing the management of the Intercolonial over to the C.P.R. In the first place, it would take the road out of politics, and then it would make it part and parcel of a system stretching from the Atlantic to the Pacific.

But the question here arises: Would these advantages outweigh the disadvantages that would be entailed? Candidly, we do not believe they would. There is an old maxim which recommends us not to put all our eggs in one basket. And in this particular instance it appears quite applicable. At present the I.C.R. it must be remembered, is a competitor of the C.P.R. And experience has taught us that it is not usually for the good of the community when big corporations swallow up their smaller rivals. We all know what a continual string of complaints are coming from the Northwest in regard to tariff rates on the C.P.R. While we believe that the cause of these complaints is not by any means always so much the management of the C.P.R. as the geographical conditions peculiar to a line running through such an unproductive extent of country, yet there is enough of truth in them to warn us against surrendering what we have in the Maritime Provinces for a prospect which, to say the least, cannot be called promising.

In building the Intercolonial the object in view was not so much commercial as political necessities. It was a part of the Confederation compact. It has been a burden on the Dominion Treasury; but it was not expected to be anything else. It does not, however, follow that it will always be so.

The desideratum may not, perhaps, be soonest secured by continuing the railway under Government control direct.

The Minister of Railways is undoubtedly as anxious as the head of any privately-owned railway to be able to present a satisfactory statement at the end of each year. Aside from all other considerations, it would provide exceedingly good political literature. But that which he would do he is prevented from doing by the party system which obtains in the administration of the affairs of the road. In an ordinary business concern, appointments to the staff are usually made on

Notice to Advertisers

WEDNESDAY NEXT, Dec. 25, being CHRISTMAS DAY and a PUBLIC HOLIDAY, it will be necessary for us to close this paper for press on Monday.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on Monday next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

the basis of fitness; in an institution under the management of Government, whatever its political shade may be, the basis is party fealty and strength of political influence. Then there is the horde of hungry office-seekers whose claims for position the strongest of Governments do not appear to be strong enough to resist. A privately-owned railway would certainly never prove profitable under such conditions. And we cannot look for anything else under a Government-owned road.

The tendency of public opinion is undoubtedly strongly tending in the direction of national railways. This, in the face of the evident growing dissatisfaction with the present system of party Government, is significant.

If the Halifax Board of Trade advocated the placing of the management of the Intercolonial under a non-partisan commission it would have found supporters from one end of the Dominion to the other. We have, in Australia, an example of the beneficial results which have been obtained from placing the railways under a commission. And the bringing of this

about in Canada is the task to which the business men of this country should set themselves.

In spite of the recurring deficits the prospects for the Intercolonial are gradually becoming brighter. The latest figures regarding the earnings to which we have access are those for 1900, and in that year they were easily the largest on record, being \$4,599,422, against \$3,780,805 in 1899 and \$2,958,243 in 1890, an increase of over 55 per cent. in 10 years.

MISREPRESENTING CANADA.

AT the coronation proceedings in London in June next Canada is to be represented by an arch. And on this arch is to be a snow-capped peak.

We hope that those who have displayed such good taste will also see that Sir Wilfrid Laurier, Canada's representative at the coronation proceedings, will be attired in costume in keeping with the arch. His head must be encased in a toque and his garments must be of fur—Arctic bear, of course. And if snowshoes are not on his feet they must be, at least, slung across his back. His manner must not be sunny either; it must be cold enough to freeze the words of the King as he takes the coronation oath. A contrivance by which a little snow can be kept falling on his head would be timely. Unless these little details are attended to it is to be feared Sir Wilfrid may attire himself as the people of England do, thus bringing about incongruous conditions between himself and the snow-peaked arch which might cause a smile at Canada's expense.

But, perhaps, after all, the surest way to prevent incongruity would be to knock the snow-capped peak off the arch and allow Sir Wilfrid to don the regulation court uniform. Snow and ice, at any rate, have altogether too long been made to misrepresent Canada. We have both in winter, of course, but they are not the predominant features of our country; and it is the predominant that should be depicted on a coronation arch.

On the Pacific Coast snow and ice are rare and in December flowers are blooming in the gardens. In Toronto sleighing is of short duration and rare, and even in the coldest parts of the country the atmosphere is so dry that the cold is felt less severely than it is in certain parts of Great Britain, where the climate is damp and chilly.

As a well-known authority on climatic conditions pointed out in *The Canadian Magazine* a few years ago, "Canada has climates which are as warm in summer as many parts of the South of France, and summers as long as in the central department of that country."

It is to be hoped Lord Strathcona will see that the snow-capped peak is knocked off the proposed arch.

A NEW CEREAL COMPANY.

MR. E. A. SHOEBOTHAM, as promoter and manager of The North-Western Cereal Co., London, is placing on the market in the two specialities manufactured by that firm, what he claims to be the two finest cereal products offered through the trade. He has had an experience of many years in the growing, manufacturing and selling of cereals and cereal goods. In 1893 he introduced in Western Ontario, for E. D. Tillson, of Tilsonburg, the then new process of flaked cereal goods, in Molina rolled wheat, flaked barley, flaked peas, pan-dried oatmeal, etc., and he recalls interesting stories of the tall guessing some of the merchants made at that time as to what the ordinary yellow pea really was, when shown to them, in those large mellow golden flakes. Later, as agent for The Cream of Wheat Co., of Minneapolis, for over a year and a half, Mr. Shoebotham successfully promoted the introduction of the product of that company through the Canadian wholesale trade. His various wholesale and commission agencies, in addition to experience gained in his retail business of Shoebotham & Co., grocers and pure food specialists, St. James Park, London, has placed him in a position to acquire an intelligent knowledge of what the trade demands, both from the standpoint of health and that of popular favor. Believing in certain specific natural foods, thoroughly boiled or baked in the good old way, as essential to the building up and retaining of full physical and mental force, he is full of forceful argument that it is in the uses of those natural elements of constant development and repair to the system, that we are, as individuals and as a people, what we are. With the latest scientific improvements to hand to equip Canadian mills, and the best wheat berry in the world growing in the Canadian Northwest from which to manufacture, Mr. Shoebotham determined some months ago to produce two lines of goods, to be not only the finest Canadian, but, what he terms, the most superior health-food products in America. With that object in view and to give it his fullest attention, he sold out his retail business, and the result is the formation of The North-Western Cereal Co., with its two initial lines, "Superior Breakfast Cream" (cereal) and "Superior Gluten Flour."

Not only in his own business, but on general trade questions as well, Mr. Shoebotham is ever active in matters affecting the public and commercial interests. As vice-president of The London Retail Merchants' Association, he was the representative of that body on the deputation that waited on the Ontario Legislature at its last session in the matter of trading stamps.

MONTREAL FRUIT GROWERS DINE.

The second annual dinner of The La Chine Horticultural Society, Montreal, held on Saturday evening, December 14, at the Lake View House was a grand success, considering the infancy of this society.

President James Ramsay was the proposer of the first toast, "The King," which was duly honored by the singing of the National Anthem. Speeches were made by A. J. Bowles, of the Montreal Horticultural Society; J. McKenna, of The Montreal Gardeners and Florists'

Club, F. D. Monk, M.P., Jos. A. Des-carriers, K.C., and others. A gold locket was presented to Jos. Bennett, for valuable services rendered.

This society was organized two years ago with a membership of 15, and now it has 150 members on the roll.

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 unusual large sale his season.

Lucas, Steele & Bristol offer a nice assortment of Franco-American soups, $\frac{1}{2}$ pints, to retail at 15c.

"C. & B." 1-lb. peels, mixed, are offered cheap; also Batger's $\frac{1}{2}$ -lb., by Lucas, Steele & Bristol.

The Victoria Biscuit Co., Guelph, are putting up a currant biscuit to retail at 10c. It promises to be a good seller.

The Eby, Blain Co., Limited, are clearing out their stock of Malaga table raisins and Elmc figs at special prices.

The Eby, Blain Co., Limited, report a large sale for the new size "Horseshoe" salmon which they advertise in this issue.

Buyers of Keeler's or "C. & B." marmalade in 2 and 7-lb. tins can get a snap by applying to Lucas, Steele & Bristol.

A large demand for mince meat is reported by T. A. Lytle & Co., who are well-known manufacturers of this table delicacy.

AN IMPROVED CAN.

The Acme Can Works, of Montreal, have just put on the market a can that embodies several improvements that will appeal to all manufacturers or packers in need of the best procurable can. The most noticeable feature of it is that the lid is so fitted on that it does not protrude from the body of the can, allowing the manufacturer to put on a label that will not be wrinkled or torn by the lid, thus materially improving the appearance of the goods. The top of the can is rolled, allowing the lid to be put on quite easily. All users of cans should not fail to procure samples.

SHIPMENTS OF APPLES.

Under date of December 18, Messrs. Woodall & Co., cabled from Liverpool that there were 5,700 barrels of apples selling, and that the market was active and dearer.

During the week ending December 11, the total shipments of apples from Boston, New York, Portland and Halifax to Liverpool, London and Glasgow, were 9,466 barrels as compared with 32,016 barrels for the same week in 1900, and 16,775 for the same period in 1899.

The total shipments of apples from these ports since this season opened were 188,019 barrels compared with 902,006 in 1900, and 901,341 for the same period in 1899.

A VISITOR FROM CEYLON.

Mr. George Croll, of Crossfield, Lam-pard & Co., Colombo, Ceylon, was in Toronto last week and in company with his firm's local representative, Mr. J. L. Watt, called upon a number of the wholesale houses. Speaking of the improved condition of the tea market, Mr. Croll ventured the opinion that he did not think we should, for many years, at any rate, see the market in such a demoralized condition as it was during the last year or two.

MARRIAGE OF R. T. MACDONALD.

Mr. Robert T. Macdonald, the Secretary-Treasurer of The A. F. MacLaren Cheese Co., Limited, Toronto, is no longer a bachelor. He joined the ranks of the benedicts on the 4th inst., when he was married to Miss Edith Annie, only daughter of Chas. Roddy, Esq. The ceremony was performed by Rev. John Neil. "The Canadian Grocer" tenders congratulations.

A GROCERY FIRM'S CALENDAR.

Laporte, Martin & Co. have just issued a handsome calendar for 1902, and, as usual, will be pleased to send one on request to any member of the trade, mentioning "The Canadian Grocer."

CREAMERY CHANGES HANDS.

The liquidator of The T. E. Crealy Dairy Co., Limited, Clinton, Ont., has sold their creamery to John E. McGregor, butter manufacturer, who will take charge of it shortly. He intends to conduct the business on a cash basis, and, as under his management the butter made at Cedar Springs realized the highest prices, the outlook there is very bright.

WORKS THE RIGHT WAY.

Mr. W. J. P. McGregor, Toronto, was in Montreal this week calling upon the trade and telling of the merits of his "Quaker" marmalade, McGregor's chocolates and butterscotch.

He is one of those bright young Canadians who put up goods of real value, push them for all they are worth, and are enthusiastic believers in the future of their business.

BAD FISH SHIPPED TO PORTO RICO.

In his report to the Canadian Department of Trade and Commerce, the British Consul at Porto Rico makes a serious indictment of Canadian fish-dealers whom he accuses of shipping large quantities of codfish, the majority of which, amongst other food, has been condemned and destroyed by the authorities of that island. As all impure food will be stopped at the port of entry by the Porto Rican Board of Health, dealers in Canada are advised to take warning and refrain from shipping impure fish.

R. W. Hannah, Board of Trade, Toronto, would like to contract for 10 cars of good potatoes for shipment after January 1. If you can offer any write to him.

R. W. Hannah, Board of Trade, Toronto, would like to hear from grain dealers or general storekeepers in Manitoba and the Northwest who can offer a few carloads of Nos. 1 or 2 white oats. If offering any, kindly quote lowest price f.o.b. or delivered at Toronto.

KEEP POSTED ON YOUR BUSINESS

and please don't hug yourself with the delusion that you can't be taught, or that there's nothing to learn. Such conclusions as these have often had fatal terminations—that is to say, fatal so far as your worldly interests are concerned.

Any man that has only half studied the Tea situation for the past year must readily admit that Japans are passing through a crisis, and one that they will never recover from. Their young and relentless rival,

"SALADA"

Uncolored
Ceylon
Green Tea

is slowly but surely driving them to the edge of the precipice of public condemnation.

After a while—not long to wait—over they'll go, and be a relic of the past, like China Black Teas.

Make no mistake, this is about the safest kind of a prophecy you can pin your faith to.

But, if you are an anxious inquirer, we have some further interesting remarks that we shall be glad to make on request.

Address, "SALADA," Toronto-Montreal.



For Christmas Trade

LILY WHITE GLOSS STARCH IN BEAUTIFUL TOY TRUNKS.

A trunk can be sold empty for 20c, leaving cost of Starch about 4½c. per lb. Retails at 10c.

TALK ABOUT PROFITS!

**The Brantford Starch Works, Limited,
BRANTFORD, ONTARIO.**

NOW look here! You are wideawake storekeepers and you know that sloppy goods take for a time, provided they are cheap, and CHEAP goods generally are sloppy. We have Jams in our mind when we say the above. There is very little satisfaction selling cheap goods, anyhow. We know we are asking more than anyone else for JAMS, but we have to. Our Jams are the best in Canada. We make them BEST and they sell BEST. We are out for the best trade, because it lasts longer and is the easiest to hold when quality, not quantity, is the consideration.

THE CANADA BISCUIT COMPANY, Limited

Office Phone: Main 3624.
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, December 19, 1901.

GROCERIES.

WHILE the volume of business this week exhibits some falling off, there is still a good trade being done. A number of the orders are of the rush description. A large quantity of currants is going out, and the wholesalers complain that they are behind with their orders. The position of the Valencia raisin market continues to increase in strength, higher prices being cabled this week. A good demand is also being experienced for figs, and a feature of the trade is a demand which is being experienced from New York for naturals, a large quantity of which have been shipped to that point. The sugar market is demoralized, as far as prices are concerned, our quotations being 10c. lower than a week ago. This decline is in sympathy with the outside markets. Canned goods are still attracting little or no attention, but prices rule steady. The coffee market is firm, but very little business is being done. Spices are meeting with a seasonable demand. Teas continue firm in price, and in Indians and Ceylons there have been again some fair transactions booked during the past week.

CANNED GOODS.

The situation in canned vegetables is much the same as it was a week ago, the demand being only light, with prices steady and unchanged. The wholesale trade is looking for a brisk demand, after the opening of the new year. The price of tomatoes still rules at 82½ to 85c., and for peas and corn at 80c. upwards. Very little is being done in canned fruits and the ruling prices are still \$1.75 to \$1.90 for peaches; \$1.65 to \$1.70 for strawberries, and \$1.60 to \$1.80 for raspberries. Canned salmon appears to be a little firmer on the Coast, and in some instances, local wholesalers have been unable to get orders filled for further supplies of certain brands. Advices from the Coast say that efforts are being made to reorganize the packers for the coming season, and that if both the Fraser River and Northern canneries can be included and rules and regulations that cannot be evaded are made, it will certainly be a good thing for those whose brands are in most demand. The fixed selling price for Fraser sockeye is \$1 f.o.b. the Coast, and efforts that have been made to buy below these figures are reported to have failed. The ruling prices for canned salmon are: Fraser River sockeye, \$1.42½ for five-case lots

and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15.

COFFEE.

The outside markets are again a little firmer, and very little business is being done either on importation or retail account. Quotations rule as before. We quote: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

CANDIED PEELS.

A large trade is still being done in this line and the season, so far, has been more than usually good. We quote as follows: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

NUTS.

A good business is being done in all kinds of nuts. A cable advice received this week says that the market for Taragona almonds is steady at about the same prices which have been ruling all the season. The ruling prices are: Grenoble, 10¾c. by the bale, up to 12c. for smaller quantities; Marbots, 9½ to 10½c.; filberts, 9½ to 10½c.

RICE AND TAPIOCA.

A fair, steady trade is to be noted in this line. We quote: B rice, 3¼c.; Japan

See pages 31 and 32 for Toronto, Montreal, and St. John prices current.

rice, 5½ to 6c.; tapioca, 4 to 4½c.; sago, 4½ to 5c.

SPICES.

Nothing particular has developed during the past week and a fair trade is being done in all seasonable lines.

SUGAR.

During the past week the sugar market has become quite demoralized. Beet-root sugar in Europe has again fallen to 7s. ¾d. for December shipment, and 7s. 1¼d. for January shipment. The former quotation is just on the parity of 3¾c. for centrifugal sugars in New York, and is again at the lowest point which the market has ever touched. Both holders and buyers in New York are reported to be somewhat indifferent. The meltings in the United States last week were again in excess of the receipts by about 3,000 tons. On Wednesday, at noon, the price of refined sugars in Canada was reduced 10c. per 100 lb., making granulated on the basis of 4c. Montreal, the lowest point ever touched. This was in sympathy with a similar reduction in the United States. The demand here is poor, being of a hand-to-mouth character. The latest advices from Europe are that Mr. Licht has increased his estimate of the present beet crop by 280,000 tons, making the output 6,710,000 tons.

SYRUPS AND MOLASSES.

The demand for molasses is only moderate, and the same may be said of syrups. The ruling price for molasses is 25 to 28c. for New Orleans, and bright sugar syrups, 35 to 37c. The ruling quotations on corn syrup are: 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38 lb., and \$1.20 in 25 lb. pails.

TEAS.

There have again been some fair transactions on the local market in Indian and Ceylon teas, principally in low-grade descriptions, although some mediums have changed hands. These transactions would have been larger were not buyers' views still somewhat above the ideas of the sellers. Mail advices from London, England, under date of December 6, say that the tendency in Indian teas has been towards better competition for lower and medium grades, while grades over 7d. attracted less attention and frequently showed a weaker market, especially for broken pekoe kinds. The total shipments of Indian tea from April 1 to the end of November, 1901, were 118,584,800 lb., against 125,420,000 in 1900. In regard to Ceylon teas, the advices say that the comparatively heavy sale passed with fair demand for low-priced teas, but rather irregularly and somewhat cheaper for medium and good-liquoring teas. Darjeeling teas are very dear, and are practically 1d. higher than a week ago. The Japan tea market continues firm. Locally, there is not much inquiry, and very few offerings are being made. There have been a few sales of China greens during the past week, but these are still scarce and dear.

FOREIGN DRIED FRUITS.

CURRENTS—The outside markets continue firm in price. Locally, the demand continues brisk, and wholesalers report that they are somewhat behind with their orders for cleaned currants. Prices rule same as last week. Fine Filiatras, 6 to 6½c., and Campos are quoted at the same figure; Patras, 6½ to 7c.; Vostizzas, 7½ to 8c.

VALENCIA RAISINS—The position of the Valencia raisin market is even stronger than it was a week ago. One house received a cable on Monday announcing an advance of 1s. 6d., also stating that the supplies were short and falling off. Still a later cable to another broker was received refusing an order and stating that the crop was exhausted. Locally, the demand continues

active on retail account, and some business has been done on importation account at the higher prices now ruling. Ruling prices are $5\frac{3}{4}$ to 6c. for fine off stalk and $6\frac{1}{2}$ to $7\frac{3}{4}$ c. for selected.

MALAGA RAISINS—The demand for Malaga raisins is fairly good with prices much as before. We quote as follows: Black baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

PRUNES—The demand continues good with quotations as before. We quote as follows: Californian prunes: 100-110's, 5c.; 90-100's, $5\frac{1}{2}$ to $6\frac{1}{4}$ c.; 80-90's, $6\frac{1}{2}$ to 7c.; 70-80's, $6\frac{3}{4}$ to $7\frac{1}{4}$ c.; 60-70's, $7\frac{1}{2}$ to 8c.; 50-60's, 8 to $8\frac{1}{2}$ c.; 40-50's, $8\frac{3}{4}$ to 10c. French, 100's, $3\frac{1}{2}$ to 4c.

FIGS—The feature of the local trade this week is the large sales that have been made in natural figs for shipment to the New York market. It is estimated that about 8,000 to 10,000 bags have gone forward. This has considerably relieved the local market, which was overstocked, and some of the wholesalers were getting ready to cut prices in order to get rid of their supplies. The ruling price here is $3\frac{3}{4}$ c. per lb., while in New York the price to the retail trade is said to be 6 to $6\frac{1}{4}$ c. per lb. We quote mat figs $3\frac{3}{4}$ c.; naturals, $3\frac{3}{4}$ to $4\frac{1}{2}$ c., according to quality; tapnets, $3\frac{3}{4}$ c., and Eleme figs range all the way from $8\frac{1}{2}$ to 18c.

DATES—There is just a fair trade being done at $4\frac{1}{2}$ to $4\frac{3}{4}$ c. for Hallowees, and $4\frac{1}{4}$ to $4\frac{1}{2}$ c. for Sairs.

CALIFORNIAN EVAPORATED FRUITS—These are meeting with very little attention, and prices rule at 13 to 16c. for apricots in 25-lb. boxes, and at 11 to 13c. for peaches.

GREEN FRUITS.

The influence of the nearness to Christmas is being felt in the green fruit business, and apples, and especially oranges, are being eagerly bought up. Jamaicas and Floridas find a ready sale, while Mexicans and Valencias are great favorites. The Californian crop, which is just beginning to come in, was never in better shape, and dealers are very much satisfied with their quality. Cranberries sell very readily, but there are very few Cape Cod left, while Budd's long-keepers are no longer being offered. Almeria and Malaga grapes are much wanted, and their price remains firm. Apples are meeting with a good demand, and in some fancy lots are selling at \$5 per bbl. We quote as follows: Apples, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Jamaica oranges, \$4.75 to \$5 per

bbl., or \$2.75 to \$3 per box; Florida oranges, \$3.75 per box; Mexican oranges, \$2.50 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$2.75 to \$3.25 per box; Californian oranges, \$3.75 per box; Valencia oranges, \$4 to \$5.50 per case; Malaga grapes, \$6 to \$6.50; Almeria grapes, \$5.50 to \$6.50 per keg; cranberries, fancy Jerseys, \$10; Cape Cod, \$10; pineapples, 23 to 25c. each by the case.

VEGETABLES.

The vegetable market is in rather a depressed condition, and movements from stock are somewhat slow. Greenhouse lettuce and radishes are being offered, the former 10c. lower and the latter 10c. higher per bunch. Large quantities of cabbage have been received which are finding a moderate demand at 30 to 50c. Potatoes are a little easier. We quote: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30 to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 50 to 75c.; red cabbage, No. 1, 5 to 10c.; cabbage, 30 to 50c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 85 to 90c. per bag; Hubbard squash, 15 to 30c. each.

COUNTRY PRODUCE.

EGGS—No strictly fresh eggs are being offered, but a good demand has set in for cold-stored and limed from different quarters. The prices are ranging slightly higher. We quote: Fresh-gathered, 19 to 21c.; cold-stored, 17 to 19c., and limed, 16 to 17c. per doz.

BEANS—A better trade is doing in this line owing to the colder weather and inquiries from the lumber camps. We quote: choice handpicked, \$1.70 to \$1.75; prime, \$1.50 to \$1.60 per bush.

HONEY—The demand has improved and larger sales are being made. The prices are unchanged. We quote: Clover, in 60-lb. tins, $9\frac{1}{2}$ c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

DRIED APPLES—In sympathy with the high prices of green apples, the price of evaporated has advanced $\frac{3}{4}$ to 1c. per lb. A better demand has set in. We quote: Evaporated apples $9\frac{3}{4}$ to 10c. in carlots and $10\frac{3}{4}$ c. in less quantities. Dried apples 5 to 6c. per lb.

POTATOES—More offerings are being made this week, but the price is still high. Some lots are being offered 2c. lower than last week, the ruling prices being 68 to 70c. in carlots on the track. The retail price is from 85 to 90c. per bag.

BUTTER AND CHEESE.

BUTTER—Farmers will persist in feeding their cows on turnips, thereby flooding the

market with inferior butter, which is hard to move. The creameries have shut down for the season, and their butter has gone up 1c. per lb. We quote as follows: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 21 to 22c., and creamery solids, $20\frac{1}{2}$ to 21c. per lb.

CHEESE—The improved feeling in cheese reported last week has resulted in a rise of $\frac{1}{2}$ c. per lb., and the market is very much firmer. We quote: Cheese, 10 to $10\frac{1}{4}$ c. per lb.

POULTRY.

DRESSED POULTRY—Shippers are making their usual mistake in holding back their consignments of dressed fowl until within a day or so of Christmas, hoping thereby to obtain better prices. But, instead, the market becomes very weak, in consequence, and dealers find it hard to move stock at the last moment. The receipts this week are poor; the cold weather ought to make them better. Geese are $\frac{1}{2}$ c. higher, while turkeys are firm at 8 and 9c. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6 to 7c. per lb.; turkeys, 8 to 9c.

LIVE POULTRY—More consignments of live poultry have come in this week than last, and dealers are making ready for another large shipment to the Old Country. The prices are firm. The Canadian Produce Company, 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) $2\frac{1}{2}$ c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

FISH AND OYSTERS.

Lake Erie herrings are now freely offered at 5c. per lb., and find ready sales at that price. For this season, a good movement is reported in all lines, the only complaint being the scarcity of ciscoes. Oysters are very firm in price, but, although the Baltimore market is higher, the prices have not been advanced locally. We quote as follows: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to $7\frac{1}{2}$ c.; Lake Erie herring, 5c.; trout, $7\frac{1}{2}$ c.; halibut, 14c.; Sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, \$1 to \$1.25; finnan haddie, $7\frac{1}{2}$ to 8c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitch cod, \$5.50 to \$6; boneless cod, in bricks, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. per lb.; steak cod, $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per

Toronto Commission Houses.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645. Warehouse Phone Main 3394.

POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

To **GROCCERS** IN SMALL TOWNS.

If you trade any of your goods to the farmers for Produce, you can get **CASH** for all your live chickens

from The Canadian Produce Co., TORONTO.

Butter Cheese Eggs Poultry

Consignments Solicited. Highest Prices. Prompt Returns.

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

HONEY

We can give you this in any size tins and quantities. Write us for quotations, it will pay you.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Consignments of Produce Solicited.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets,

TORONTO

box; boneless fish, loose, in 25-lb. boxes, 4 to 4 1/2c., and in 5-lb. boxes, 5c. per lb. Oysters—Standards sell at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—As the bears were unable to sustain the recent advances in Manitoba hard wheat, it has taken a tumble of 3c. since last week and is now selling at 86c. grinding in transit, or 85c. Toronto and west. Excepting oats and barley, which are 1c. easier, the arrivals of grain on the local market have been poor. White and red wheat are 4c. higher; the other prices remain unchanged. We quote: White and red Ontario wheat, 70 to 80c.; goose, 66 1/2 to 67c.; oats, new, 48 to 49c.; rye, 58c.; barley, 57 to 61c.; peas, 77 to 80c.; buckwheat, 54c.

FLOUR—The prices are very firm and there is a good demand from all quarters which keeps millers busy. The advances of last week will likely be maintained for a considerable time. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.15; Manitoba bakers', \$3.90; straight roller, \$3.40 to \$3.50 per bag in Toronto.

BREAKFAST FOODS—Standard rolled oats are 10c. higher; the other prices are firm, with, perhaps, an upward tendency. There is a continued good movement in all lines. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.75; standard rolled oats in carlots on track here, \$5.35; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$4.00; split peas, \$4.50; pot barley, \$4.50.

HIDES, SKINS AND WOOL.

The market is featureless. The usual movement is reported, with a fair local demand for hides and skins. The prices remain steady.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8 1/2c.; No. 2 green, steers, 7 1/2c.; cured, 8 1/4 to 8 3/4c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 70c.; deerskins, 12 1/2 to 14c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

SEEDS.

The keen local competition has forced a further rise in all kinds quoted below, and red clover is now 15c., alsike 25c. and timothy 75c. higher. More liberal offerings of the latter are being made, and in the other lines the movement is brisker. As

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM. SEAL OF NORTH CAROLINA OLD GOLD

CIGARETTES

RIOHMOND STRAIGHT CUT. SWEET CAPORAL.

ATHLETE.

DERBY

Ostrom, McBride & Stronach

Wholesale Fruit and Commission Merchants.

BUTTER AND EGGS. POULTRY AND GAME. FRUITS OF ALL KINDS IN SEASON. EARLY VEGETABLES. POTATOES IN CAR LOTS. Consignments Solicited. 33 Church Street, TORONTO.

FISH AND OYSTERS

Largest variety of fresh and frozen Fish in the Dominion. Mail or telephone orders receive prompt attention. Can ship on any train.

F. T. JAMES CO., Limited

Phones { Day—Main 1064. 76 Colborne St., TORONTO. { Night—Park 862.

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Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

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

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange Correspondence and Agencies Solicited.

Storage, Track Facilities.

Foreign Shippers

If you want to offer your goods in WINNIPEG, CANADA, we will be pleased to answer your inquiries.

E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne St. East, Winnipeg Canada.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St., WINNIPEG, MAN. 12th St., BRANDON, MAN.

usual, better prices will be paid for extra fine samples. We quote: Red clover, \$4.80 to \$5.25; alsike, \$6.50 to \$8.50, and timothy, \$2.25 to \$3 per bush.

MARKET NOTES.

The Christmas fruit trade is now reaching its height and jobbers are busy filling orders.

All grades of Canadian refined sugars were reduced 10c. per 100 lb. at 12.55 p.m. on Wednesday.

As expected last week cheese has taken a rise of $\frac{1}{2}$ c. per lb. owing to the better feeling in Great Britain.

From 8,000 to 10,000 bags of natural figs have been shipped from Toronto to New York during the past week.

Manitoba hard wheat has taken a drop of 3c., while on the local market, red and white Ontario wheat are 4c. higher.

Creamery butter has, in both solids and pound prints, taken an advance of 1c. owing to the closing down of the creameries.

Live poultry are being more plentifully offered this week, and local shippers are preparing to send another large consignment to Great Britain in a few days.

The vegetable market is in rather a depressed condition generally. Hot-house lettuce is being offered 10c. per bunch lower, while radishes are 10c. higher.

LONDON TRAVELLERS ENTERTAIN.

The London commercial travellers held their annual entertainment in their rooms, Duffield Block, London, Ont., on Saturday evening, December 14. It was in the form of a tramp social. Of course, when it is known that a prize was given for the most disreputable-looking son of the road, it will be understood that they were arrayed in a manner peculiar to the tramp fraternity. An excellent musical programme was provided, and, as every singer and dancer who acquitted themselves well were roundly applauded, the entertainment was a huge success.

TRAVELLERS MAY INCREASE FEES.

A proposal has been left to a committee, and will be brought forward at the annual meeting of the Toronto Commercial Travellers' Association, that each member pay an additional fee of \$2 every year at the time he receives his renewal certificate or a new one. One dollar of this is to go to increase the reserve fund, 10 per cent. of the other dollar to the relief, and the balance to the contingent fund. This will sustain the continued payment of \$1,000 at death, increase the reserve fund so that \$1,200 may be paid, and provide a relief and contingent fund, whereby members who may be disabled may receive financial assistance as a matter of right, instead of having to appeal for voluntary subscriptions as at present.

QUEBEC MARKETS.

Montreal, December 19, 1901.

GROCERIES.

THERE has been a brisk movement of Christmas supplies this week, and the large number of rush orders that have come to hand show the retail trade throughout the country to be very satisfactory. Dried fruits, nuts and high-class canned goods are all in good request and particularly in the better grades. The trend of values continues upward. Probably the most noticeable evidence of this is in Californian raisin values which show advances of $\frac{1}{4}$ to 1c. per lb.; the statistical position is strong and further advances are expected. As yet there are some houses that have not yet changed their quotations in sympathy and it would seem a good time for the retailer to lay in his stock of seeded raisins. An order cabled for selected Valencia raisins was turned down this week with the statement that the fine grades were entirely exhausted in the primary markets. Some orders have gone forward for currants at the enhanced values, as high prices are looked for. The scarcity of almonds has led to higher prices; Sicily filberts are $\frac{1}{2}$ c. a lb. higher and Grenoble walnuts slightly lower. Hallowee dates are $\frac{3}{4}$ to $\frac{1}{2}$ c. per lb. higher. Rolled oats are higher again this week as also is lard.

SUGAR.

The demand for sugar has been quite brisk this week, yet of a consumptive order. The raw-sugar market is without any material change and a steady course of values is looked for. Montreal refined sugar is selling at \$3.35 to \$4.05 for yellows and \$4.10 for granulated. City 5c. extra and Acadian 5c. less.

TEAS.

There is but little to report in teas, as there is very little doing this week. Quotations are all very firm and there is every confidence in the local market. All attention is now centred on the agitation for the removal of the tea duty in the United States as it is felt that the opening of that market must have a wholesome influence on this side of the line. For this reason holders of tea in Canada feel that they have a good thing and they will not let it go at any concession.

SYRUPS.

There is a fair demand for corn syrup and a better demand for bright sugar syrup. We quote as follows: 3 $\frac{1}{2}$ c. in bbls.; 3 $\frac{3}{4}$ c. in $\frac{1}{2}$ bbls.; 3 $\frac{1}{2}$ c. in $\frac{1}{4}$ bbls.; \$1.60 in 38 $\frac{1}{2}$ lb. and \$1.20 in 25-lb. pails.

MOLASSES.

Just now the demand for molasses is quite slow and it will continue so till February, at least. It would appear now that we are to have a strong market next spring just as we had a weak one last spring, for the latest news from the Barbados is to the effect that the prospects are not nearly so bright as 12 months ago. Stocks of molasses here are by no means large. Prices are unchanged at 28 and 29c.

CANNED GOODS.

There is a good business being done in fancy canned goods, but the staple domestic stuff is not moving freely just now. Prices are steady at 82 $\frac{1}{2}$ to 87 $\frac{1}{2}$ c. for tomatoes; 80c. for corn, and 80 to 95c.

for peas. Salmon is wanted in fair quantities at \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42 $\frac{1}{2}$ to \$1.45 for Clover Leaf talls.

Canned oysters are being quoted at \$1.30 for 1-lb. and \$2.30 for 2-lb., and there has been a very fair inquiry for this relish the last few days. Fruits are in but moderate demand.

SPICES.

The feature of the spice market is another advance in the primary pepper market. The position of both peppers and gingers is exceptionally strong. We quote as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 $\frac{1}{2}$ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

COFFEE.

A fairly good trade is being done in coffee at steady values. Roasted coffees are worth: Mocha, 17 to 32c.; Javas, 25 to 32 $\frac{1}{2}$ c.; Rios, 13 to 18c.; Santos, 15 to 22 $\frac{1}{2}$ c.; Maracaibos, 15 to 22c.

RICE AND TAPIOCA.

The market for Patna rice continues very strong in view of the temporary scarcity that will exist till the new crop comes on the market, which will not be till next March or April. Meanwhile there are houses disposing of early purchases at prices advantageous to the retailer while they last. We quote in combine district as follows: B rice in bags, \$3.10; in $\frac{1}{2}$ bags, \$3.15; in $\frac{1}{4}$ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in $\frac{1}{2}$ bags; \$3.10 in $\frac{1}{4}$ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 $\frac{1}{2}$ c. per lb., and tapioca, 3 $\frac{1}{4}$ to 3 $\frac{3}{4}$ c.

FOREIGN DRIED FRUITS.

CURRENTS.—Several orders have been cabled at the advance noted last week. Latest reports indicate that the currant market the world over is strong with a still higher tendency. At present quotations it would cost 5 $\frac{1}{2}$ c. to lay down fine Filiatras in half cases in Montreal. The demand for currants is very good and prices are firm. Fine Filiatras are worth 5 $\frac{1}{2}$ c. in $\frac{1}{2}$ cases; 6c. cleaned; 1 lb. cartons, 8c. and finest Vostizzas, 7 $\frac{3}{4}$ to 8c.

VALENCIA RAISINS.—A cable order this week brought back the information that stocks of fine raisins were exhausted and that only low grades were obtainable. This news only accentuates the importance of the scarcity now felt in Canada. Trade in selected and layers has been very good. Locally, finest off stalk is worth 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c.; selected, 6 $\frac{1}{2}$ to 6 $\frac{3}{4}$ c., and layers, 6 $\frac{1}{2}$ to 6 $\frac{3}{4}$ c.

CANDIED PEELS.—A good business is being done. The best English peels are worth 10 to 10 $\frac{1}{2}$ c. for lemon; 10 $\frac{3}{4}$ to 10 $\frac{1}{2}$ c. for orange, and 14 $\frac{3}{4}$ to 14 $\frac{1}{2}$ c. for citron.

PRUNES.—The market is firm at the recent advance. The demand has been quite brisk. Eighty-five per cent. of cars

must now be taken in the large fruit. We quote as follows: Californians, 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7¼c. for 70-80's, 6½c. for 80-90's, 6¼c. for 90-100's.

MALAGA RAISINS.—There is a good movement of Malaga fruit in all grades. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

SULTANA RAISINS.—The Christmas trade has been exceptionally good. A general idea as to values is 9 to 10½c.

DATES.—Hallowee dates are higher and are now worth 4¼ to 4½c.

FIGS.—Retailers have been ordering their Christmas supplies quite freely and table figs are heavy sellers. Tapnet figs are worth 97½c. to \$1.

APPLES.—Evaporated apples are selling at 9½ to 9¾c., while dry are offered at 7¼ to 7¾c.

CALIFORNIAN RAISINS.—Prices on Californian raisins which were withdrawn on December 4, pending a rearrangement between the packers and the conflicting interests, have again been named on a basis of a rise of ¾ to 1c. per lb. The supply of 2-crown raisins and therefore of choice is limited, and orders can be booked only in the ratio of 20 per cent. on 2-crown or choice seeded. The stock of raisins in California is not half of what it was twelve months ago and the prices on seeded are limited to a quantity not exceeding 100 cars. Another advance is consequently not out of the

question. Out of wholesalers' hands seeded raisins are still selling at 9¼ to 9½ cents.

NUTS.

Shelled almonds are ¼c. higher and Jordan shelled almonds, 5c. per lb. higher. Grenoble walnuts are a little lower, while Sicily filberts have moved up a notch. A good business is doing. We quote as follows: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 18½ to 19c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8¾ to 9¼c.; pecans, 15 to 16c.

FISH.

FISH.—There is no change to report in the market this week. We quote as follows: Haddies, 6½c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 12c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 6½c.; pike, 5c.; halibut, 9c.; salmon, 9c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.37½ per bbl. No. 1 herrings, Nova Scotia, \$2.90 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$6 per bbl.; No. 1 green haddock, \$4.75 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; Ivory boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$5 per case; dried codfish, \$5 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 La-

brador salmon, \$12 per bbl. No. 1. Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$5.50 per ½ bbl.; standard bulk oysters, \$1.30 per gal.; select, bulk oysters, \$1.50 per gal.; Malpeque shell oysters, in shell, \$1.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

GREEN FRUITS.

A brisk trade is being done in oranges for the Christmas trade. Lemons are 25c. per box higher. We quote: Jamaica oranges, \$1.50 to \$1.75; Florida oranges, \$3.75 to \$4; Californian sunflowers, \$3.75 to \$4; Valencia oranges, 420's, \$1; 520's, \$1.75; 714's, \$5.25; Messina lemons, \$2.75 to \$3.00 per box; Malaga lemons, ½ chests, \$5.25 to \$6; pineapples, 15 to 20c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1; sweet potatoes, Vineland's, \$4 to \$4.25; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.50 to \$9.50; barrel onions, \$3; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; holly, \$1.50 per large case.

FLOUR AND GRAIN.

FLOUR.—A fair trade is being done in flour but the demand is for small lots. Values show little change. In car lots we quote: Spring wheat patents, \$1.10 to \$1.30; winter wheat patents, \$3.85 to \$4; straight rollers, \$3.65 to \$3.75; strong bakers', \$3.80 to \$4.

FIRST IMPRESSIONS COUNT.

The dealer who is striving as much for the sales of to-morrow as for the sales of to day is the dealer who stands the best chance for doing a successful, profitable business. The demand for pure, healthy, invigorating tea, like

JAPAN TEA

is daily increasing. And why? Because tea-drinkers know they can rely on its quality. With **JAPAN TEA** quality does quality's work for the grocer—one sale is instrumental in producing another—its unapproachable quality is so apparent that a good impression of the seller is produced. That means continued patronage from the purchaser. You grocers who consider the importance of "first impressions" will appreciate the intrinsic merits of **JAPAN TEA**.

NOW IS THE TIME

to send to us for your

TEAS and COFFEES

Our prices are low—our values high. Why not send for quotations?

(TEAS FOR THE WHOLESALE TRADE ONLY.)

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

GRAIN—We quote: Manitoba No. 1 hard, \$2 to \$3c. December; peas, \$7½c.; rye, 59 to 60c.; No. 2 barley, 57c.; oats, 51 to 52c.; buckwheat, 57c.; corn, 67 to 67½c.

OATMEAL—The market is firm and active. Wholesalers quote rolled oats at \$6 per bbl. in small lots and \$2.90 to \$2.95 in bags.

FEED—The tone of the market for feed is firm under a good demand at \$21 for Manitoba bran and \$23 for shorts per ton, including bags.

BALED HAY—Although the Liverpool market has shown a little easiness values here are quite firm. We quote No. 1 timothy at \$10.50 to \$11; No. 2 timothy, \$9.50 to \$10; clover mixture, \$8.50 to \$9; clover, \$7.50 to \$8.

LIQUORS.

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

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

CHAMPAGNE.

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

	Per Case.	Per Case.
Comte de Castellane—	\$12 00	
Cuvee Reservee { Quarts	13 50	
Carte d'Or { Pints	15 00	
Champagne Ve Amot—		
Carte d'Or	16 00	
" Blanche	13 00	
" d'Argent	10 50	
Pommery—	Quarts	Pints.
Sec and Extra Sec	\$28 00	\$30 00
Mumm's—		
Extra Sec	28 00	30 00
Moet & Chandon—		
White Seal	28 00	30 00
Brut Imperial	31 00	33 00
Perrier-Jouet—		
Brut	28 00	30 00
Reserve Dry	28 00	30 00
	GIN.	Per Case.
Pollen Zoon—		\$9 75
Red, cases of 15 bottles		4 75
Green, " 12 "		2 45
Violette, " 12 "		
P. Hoppe "Night Cap" Brand—		
Red, cases of 15 bottles	10 50	
Green, " 12 "	5 25	
Yellow, " 15 "	10 75	
Blue, " 12 "	5 40	
Poney, " 12 "	2 50	
Draught—	Per Gal.	
Hogsheads	\$2 95	
Quarter casks	3 00	
Octaves	3 05	

De Kuyper—	
Violet, 2 doz. cases	5 30
Green, " "	6 00
Red, " "	11 50
White, " "	4 00

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

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

COUNTRY PRODUCE.

EGGS—The market is firm and active at 17 to 18c. for pickled and 22 to 28c. for cold storage and new laid.

HONEY—The demand is rather slow at unchanged prices.

DRESSED POULTRY—The demand for poultry has improved with the colder weather and higher values are looked for. In fact, some dealers are holding out for 10½c. for first-class turkeys. We quote: Fresh killed, dry plucked turkeys, 9½c. per lb.; seconds, 8½ to 8¾c.; choice chickens, dry picked, 7 to 8c.; scalded, 6½c.; fowl, 4 to 5c.; ducks, 8 to 9c.; and geese, 5 to 6c.

ASHES—Business in ashes is dull and prices rule steady. We quote: Firsts, \$4.40 to \$4.45; seconds, \$3.95 to \$4; pearls, \$6.75 to \$7 per 100 lb.

BUTTER AND CHEESE.

CHEESE—Business in cheese is not extensive for the very good reason that holders here are very conservative sellers, and it is claimed that even 10½c. for finest western has been refused. Finest Septembers are worth 10 to 10½c.; finest Octobers, 9¾ to 10c.; finest Township Octobers, 9¾ to 10c.; finest Quebec, 9¾ to 9¾ cents.

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

BUTTER.—The butter market is steady under a good local demand and a few export inquiries. Finest creamery is selling to the retail trade at 21 to 21½c., while dealers are paying 20½c. laid down here. Western dairy brings 15½ to 16c.

MONTREAL NOTES.

Pure lard is up ½c.
Sicily filberts are ¼c. higher.
The cable market is very strong.
Seeded raisins are nearly 1c. higher in California—now's the time to buy.
Small cheese is ½c. higher and is now quoted out of wholesale hands at 11¼ to 11½ cents.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER
St. John, N.B., December 17, 1901.

BUSINESS is still active though the rush is over at least with the wholesale trade. The retailers are having their turn. It is certain no Canadian city can show more handsomer retail grocery stores than St. John; and now they look their best. In the window-dressing no effort has been spared to make them attractive. The markets are very firm; this is particularly noticed in all pork products. Winter export business is large. The number of steamers entering our port is larger than ever and the railway facilities for handling freight much better. Besides the regular business several steamers are continuously loading bay for South Africa. The St. John men for the present contingent left the city during the past week. There was considerable enthusiasm. Many more men could have been procured.

OILS.—In burning oils business continues very large. Prices this season have ruled low and the market is considered easy. In paint oils the high prices continue, though, at this season sales are but fairly active. Lubricating oils are quiet; prices remain unchanged. Spring orders are being taken. Cod oil is a light stock this year and supplies of seal oil are also short. Wax and candles are unchanged. Fancy candles have a certain demand at this season.

SALT.—There continues to be regular arrivals of Liverpool coarse salt and some large shipments are due. Sales are, however, good and there are little or no stocks on hand. Prices ex-steamer are rather lower, but there is little change ex-store. Sales of Liverpool factory-filled are very light. Canadian seems to have the demand. We quote as follows: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—These are not an active line. Vegetables are unchanged in price; there are fair stocks held. In fruits the demand is confined to a few lines and the season is yet early for best sales. Blueberries are the short line, though gallon apples show the best profit. There is little or no sale for the three-pound apple. Meats at this season

Fix this Fact in your Mind

"You cannot compete successfully unless you buy new lines when they are first packed."

Now is the time to buy

Clark's Pork and Beans in Chili Sauce.

We are just putting this line on the market, the largest and handsomest 10 cent line packed.

Ask your Wholesale House about it.

EPPS'S GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

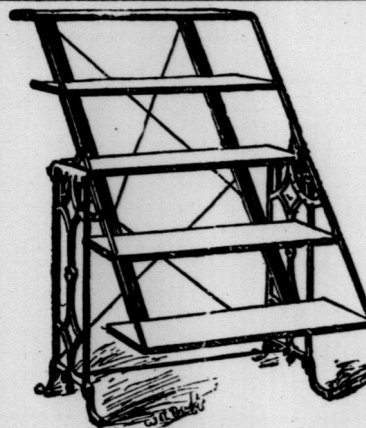
GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited, London, N.W., Eng.

HOLIDAY DISPLAYS.

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle

Useful for many purposes, and always ready for use.

BOECKH'S ADJUSTABLE DISPLAY TABLES

are what every up-to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

UNITED FACTORIES, Limited,
TORONTO, ONT.

AL

5 30
6 00
11 50
4 00

10 25
4 85
2 60

4 75
7 75
2 60
4 75
5 50
10 25
7 90
15 25

active to 28c.

slow at

and for colder ked for out for quote: 78, 9½c. e chick- d, 6½c.; d geese,

full and Firsts, to \$4;

is not on that ve sell- 0¼c. for Finest; finest ownship, 9½ to

0

are quiet; prices are unchanged. In salmon cohoes are very late in arriving. A good quantity is sold to arrive. In general, sales are not heavy. Dealers seem to have stocked up early. In domestic fish kippered herring are very short and higher prices are expected. Haddies are firm. Sardines are plentiful.

GREEN FRUITS.—Sales are large. Oranges, in particular, sell freely. There is a good variety. Jamaicas have still a large sale, and are nice fruit. Valencias are free sellers. The Liverpool market was rather firmer the past week. The previous low prices are causing extra heavy Christmas sales. Some Californians and Floridas are sold. Lemons are low, and sales good. In apples, the high prices affect business. There has, however, been a good sale owing to the season. Prices are very firm. Cranberries are tending higher. Very few are now offered except Cape Cods. Keg grapes are quite low this season, and at present sell freely.

DRIED FRUITS.—Dealers are short in nearly every line. Citron is particularly short. Importations were fully as large as usual and prices higher, but still the demand rather exceeded the supply. In raisins, small boxes were short, particularly Valencias, but importations were lighter than usual. Seeded Californians were also short, but the market has been supplied from New York. There has been some interest in Californian fruit owing to advances on the Coast. New York did not advance in proportion. In prunes, prices are unchanged. Small sizes are reported short; there is a fair sale. Apricots and peaches sell slowly. There have been further arrivals of dates this week. Sales have been large. The market shows quite an advance. Evaporated apples are held firm at full figures. Sales are not large. Onions are very firm, tending higher.

DAIRY PRODUCE.—Butter shows little advance. Best grades bring full figures, but of medium stock the market is well supplied. There is a fair sale. Cheese are rather firmer, but local sales are not large. Eggs show a wide range in price. For strictly fresh stock retail prices are very high, being really above market value.

SUGAR.—Prices remain unchanged. Sales are very active, particularly for granulated. There are but two grades of yellows offered. The demand is much better distributed than before the even prices were adopted.

MOLASSES.—The market seems rather firmer. There have been steady sales. Stocks held are in few hands. The demand is for Porto Rico. There is still quite a large stock here.

FISH.—The season for fresh fish is now open. There have been some frozen herring offered and the supply is rather better than usual for the season; still there is no large quantity, and a continued supply is doubtful. Fresh cod is in fair receipt, but haddock is scarce. This has caused an advance in finnan haddies. Large quantities continue to go west. Smoked herrings are lower. This is the one dull spot, there being no bloaters and but few kippers. In pickled herring there is quite a range in price. Some few Canso fish are offered. In smelt the season is hardly yet fully open. New York is the big market. In dry cod and pollock prices are unchanged. We quote: Haddies, 5½ to 6c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½c.; boneless fish, 4 to

5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5.75 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.; dry cod, \$3.50 to \$3.60; frozen herring, 90c. per 100; smelt, 5 to 6c. per lb.

FLOUR, FEED AND MEAL.—Flour continues scarce and rather higher in price, with market firm. Oatmeal, while high, is more freely offered. Oats hold high. Cornmeal is rather higher and the market is firm. Feed is very high and there is a fair sale. Beans are unchanged from the rather lower prices of the last few weeks. There is a good demand for yellow eyes. Barley is again higher and tending upward. Blue peas are scarce. We quote as follows: Manitoba flour, \$1.70 to \$1.80; best Ontario, \$1.10 to \$1.20; medium, \$3.60 to \$3.80; oatmeal, \$5.70 to \$5.90; cornmeal, \$3.10 to \$3.20; middlings, \$26 to \$28; oats, 58 to 60c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.50 to \$1.55; barley, \$4.25 to \$4.35; hay, \$12 to \$14.

ST JOHN NOTES.

Jones & Schofield are offering pure maple syrup.

J. F. Estabrooks & Son received a shipment of dates this week.

York River lunch oysters is the latest addition to Bowman & Angevine's list of specialties.

Geo. E. Barbour received quite a large shipment of frozen herring this week, the first of the season.

The St. John Board of Trade is distributing a finely illustrated paper published in the interest of the city trade.

J. A. Tilton, the local representative of The Sadler, Dundas & Flavelle Milling Co., was in Sussex this week. Mr. Tilton has a large brokerage connection.

An effort is being made to adopt a standard time in St. John. Atlantic standard seems the favorite, as being nearest to local, and if the railways will come into line, will, no doubt, be adopted.

NOVA SCOTIA MARKETS.

Halifax, December 16, 1901.

AS might naturally be expected, trade in the grocery line is well sustained at this season of the year. Crops have been good, work for the laborer has been plentiful, and as a consequence there is a good amount of money in circulation. Fancy groceries are in demand at this season, and sales are extensive. Commercial travellers returning from provincial trips report large sales, and business beyond the average in most of the provincial towns.

There is still a great scarcity of the highest grades of butter, and customers who have been used to buying nothing but the best dairy have to content themselves, in many cases, with a second grade, while the price rules as high this season for a second grade as ordinarily for first creamery. Retail prices run from 23 to 27 and 28c.

Eggs are in demand and fresh stock is retailing at 25 to 27c. Imported eggs are

also in the market in large quantities, prices ruling at about 20c.

* * *

Flour and feeds have all risen largely during the last week, and the expectation is that prices may run still higher. One merchant in the city advertises a rise of 40c. per barrel in flour. Wholesalers are quoting 10 to 20c. advance, according to grade. Wholesalers who quoted middlings a week ago at \$26 and bran at \$24 are now quoting \$26 and \$28. The demand at this season is large and sales have been fairly good.

* * *

Prince Edward Island potatoes are still coming in in considerable quantities, but extensive shipments to the West Indies have run the price up from 35 to 42c. Native potatoes rule 10 to 15c. higher.

* * *

Apples still rule high, the retail price of Bishop pippins and other such standard varieties being: No. 1, \$3.00 to \$3.50; No. 2, \$2.50 to \$3.00. Very few apples are being sold this season at auction. Considerable quantities are being shipped to the Old Country, by various steamers, probably the largest shipment by steamer Evangeline, being 14,899 barrels and 691 half barrels.

* * *

Business in fish is fairly active, though prices are not ruling as high as they were a month ago. A story is current that not long ago a Nova-Scotian firm shipped, whether by accident or design is not stated, a quantity of "sour" fish to the United States. These were returned at considerable loss in duty and expenses to the shipper. If by design, the shipper has been taught a lesson which ought to be useful to him.

* * *

Fish prices are quoted here as follows: Salmon, No. 1, ex-vessel, \$12; No. 2, \$9; No. 3, \$8. Mackerel, city inspected, Nos. 1, 2 and 3 respectively, \$11, \$9, \$8. Alewives, \$3.50 to \$3.75; Shore herring, \$2.50 to \$3.75; Newfoundland, No. 1, \$3.50.

* * *

The mobilization here of 900 to 1,000 men, and an equal number of horses, from now until January 17, will largely increase the trade, both in wholesale and retail, for groceries, provisions, flour, feed, etc.

R. C. H.

CANADIAN FRUIT PACKING.

The Fruit Trade News, of London, England, in its issue of November 30, contains a cut and sketch of Mr. Lewis Woolverton, of Grimsby, Ont., editor of The Canadian Horticulturist. "The whole industry in Canada," concludes The Fruit Trade News, "is developing right and left, and at the present time apples and pears of the finest quality are being shipped to our markets. We have often written in praise of the fine apples and pears that are sent from Canada, as they are unsurpassed by any grown in outside centres. The many Canadian fruit growers are now well up to date in their methods of culture, grading, packing, and shipping, and much of the awakening that has taken place in fruit-growing circles is due to The Canadian Horticulturist, The Ontario Fruit Growers Association, and, amongst many other advanced friends of the industry, to Mr. Lewis Woolverton."

Should be in every Household.

"ALWAYS READY AND NEVER FAILS."



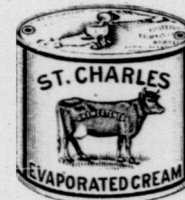
ST. CHARLES Evaporated Unsweetened CREAM

FOR ALL THE PURPOSES OF NATURAL MILK.

"A HANDSOME SHELF PACKAGE."—You doubtless have noticed many times that a few dozen cans of ST. CHARLES CREAM nicely arranged on your shelves makes a handsome display.

The Gold-and-White labels used on "St. Charles" are very rich, and every can reaching you wrapped in tissue paper, the labels always come out neat and clean.

A clean stock of **First-Class Staple Goods** pleases the customer and makes quick sales.



Sold by all the leading jobbing houses. Prices and full particulars promptly forwarded on application to the **FOREIGN DEPARTMENT.**

St. Charles Condensing Co.,

Canadian Factory at Ingersoll, Ont.

ST. CHARLES, ILLS., U.S.A.

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

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

Delhi Epicure Pork and Beans IN TOMATO SAUCE

Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

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

Delhi Canning Co., - Delhi, Ont.



The THISTLE Brand

ARE
HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE. BRIGHTON CANNING CO.

Delivered in 5-Case Lots.



We deliver **Kent Baked Beans** in lots of five Cases or over to any point in Ontario. Cost to retailers, 90c. per dozen, leaving a clear profit of 30c. per dozen—60c. per Case.

This leaves the retailer a good margin of profit, and gives to the consumer an article at 10c. that never fails to satisfy.

THE KENT CANNING CO., CHATHAM, ONT.

MANITOBA MARKETS.

Winnipeg, December 16, 1901.

MANITOBA is experiencing real winter weather at last, the mercury having dropped from 20 deg. above zero to 30 below in 24 hours. There has been another slight snowfall, and these circumstances have tended to increase trade, particularly in the line of heavy clothing, which up to date has moved very slowly. The cold also having put a stop to all kinds of outside farm work, the farmers are turning their attention more to shopping, and this has increased demands on the jobbing trade; in fact, wholesale grocery houses complain that they have almost more than they can do. As is usual during the holiday rush, there are few changes in price, and none of importance.

FLOUR—The market is an active one, the consumptive demand being almost unprecedented. There is a difference of opinion as to price between the two great milling concerns. Ogilvie's have made a 10c. advance, and quote Hungarian patent, \$2.10; Glenora patent, \$1.95; Alberta patent, \$1.75; Manitoba, \$1.55; Imperial XXXX, \$1.35; Nestor, \$1.20. Lake of the Woods Five Roses, \$2; red patent, \$1.85; Medora, \$1.45; XXXX, \$1.25.

CEREALS—Rolled oats have, as anticipated, again advanced 10c. per sack, and quotations now are: Rolled oats, in 80 lb. sacks, \$2.40; in 40-lb. sacks, \$1.22½; in 20-lb. sacks, 63c.; standard and granulated oatmeal, \$2.90. Rolled wheat is without change at \$2.30. Cornmeal is very firm at \$2. Split peas have advanced, and are now quoted at \$2.75 to \$2.80. Beans are in nominal demand at \$1.90 for prime medium.

SUGAR—No change has taken place in this market. There is the usual heavy Christmas demand, and prices remain firm at last week's figures. Extra standard granulated, \$4.95; ground, \$4.40; powdered, \$6.65; lump, \$6.40 to \$6.65; bright yellow, \$4.30.

SYRUPS—The demand for syrups is increasing, and, though prices have not actually advanced, there is a great firmness owing to the high price of corn on this market. Corn syrups always have precedence over the cane varieties. It is likely that there may be an advance in a few days.

DRIED FRUITS—The demand is, of course, very active, and there are some changes in price. Currants are slightly lower here, although New York reports received on this market indicate increasing strength of price and shortage of supply at that point, and advices from Greece report an advance there. In Winnipeg the prices

were really abnormally high, and this week have been put down from 7½ to 6½c. for the best grades of Filiatras; cleaned currants 1c. per lb. more. Raisins of all grades are in good demand. Californian raisins are increasingly popular on this market. This is no doubt due to the fact that from year to year the Californian packers have improved the curing of their goods, and while their raisins are not as luscious as Denia fruit, they have the saving grace of being very much less liable to sugar. The seeded raisins in cartons are constantly growing in favor. The consumption this season will be fully double that of last year. The demand for the better qualities of table fruit is marked, and there is some danger of stocks running short before the holiday season is over. Fancy 4 crown muscatels, 7¼c.; do 2-crown, 6½ to 6¾c.; Malaga blue fruit, \$2.25 to \$5.50 per box, according to quality; Valencia layers, \$2.25; fine off-stalk, \$2; Eleme figs, 14 to 17c., according to size and grade; cooking figs, 4¼ to 4½c. per lb.

CANDIED PEEL—The demand is unusually heavy, and there is some talk of scarcity in supply. Prices range from 11 to 12½c. for orange, 10 to 12c. for lemon and 15 to 17c. for citron.

RICE—There is a reasonable demand and no change of prices, although it is expected Rangoon will be somewhat easier.

COFFEE—Unchanged, with No. 5 Rio at 10 to 10½c.

FISH—Owing to the heavy storms on the Atlantic seaboard, haddies and bloaters are both scarce on this market. We quote: Finnan haddies, 10c.; Labrador herrings, \$4; Holland herrings, in kits, \$2; mackerel, \$1.80 per kit. Oysters are in good demand at \$2 to \$2.25 per gal.

CHEESE—There is a very good demand for fancy cheese for Christmas trade, and there is also a good showing of Gorgonzola and Edam—foiled and plain; Roquefort, Neufchatel, Stilton and Ontario Cheddar, besides our own Manitoba cheese, which is selling well at 11c. This list should be sufficient for the most exacting buyer.

GREEN FRUITS—The demand is heavy, and very large shipments have been made during the week for the Christmas trade. We quote: Apples, \$5.50 to \$6.50; Washington apples, \$2 per box; Californian navel oranges, \$4 to \$5.25, according to size; Mexican oranges, \$4.50 to \$5 per case; Japanese oranges, \$1 per box; pears, Winter Nellis, \$3; bananas, per bunch, \$3.50 to \$3.75; lemons, \$5.25; Malaga grapes, \$8 per keg; cranberries, \$10 per bbl.; coconuts, \$1 per doz.

HONEY—There is a fair demand. We quote: 60-lb. tins, 15c. per lb.; in glass, \$2.25 per dozen; comb honey, 22c. per section.

VEGETABLES—The local market is very quiet, with potatoes at 30 to 35c. per bush, and celery and fresh lettuce in good demand.

MARKET NOTES.

Mr. Bell has purchased the stock of groceries of C. A. Carruthers at 50¼c. on the dollar. The book debts went to other parties at an average of 35c.

The banquet of the Northwest Commercial Travellers' Association will be held at the Clarendon on December 30.

WINDSOR GROCERS AND PROVISION DEALERS.

AT the annual meeting of the Windsor Grocers' and Provision Dealers' Association, held November 12, the consummation of a Retail Merchants' Association was effected, and the following officers for the ensuing year were elected:

President, Geo. H. Nairn, grocer.
Secretary, B. G. Dains, grocer.
Vice-President, A. E. Edgar, boots, shoes and clothing.
Treasurer, Robt. Paddon, plumber.
Financial Secretary and Collector, Bruce Allison, grocer.
Auditor, A. J. Valentine, of Dupuis & Valentine, general merchants.

This Association has started out under new auspices, with its membership largely augmented. President Nairn has issued a stirring inauguration message to the membership. The constitution has been revised, and a most useful and successful career is predicted for the new year.

At the first regular meeting of the new Association, held on November 12, a resolution was adopted requesting the various members of different businesses to bring copies of their trade journals to the meeting place. The secretary was also instructed to ascertain the facts in connection with the Dominion Retail Merchants' Association, notice of such an organization having appeared in a recent number of THE GROCER.

This Association has in operation perhaps the most perfect system of protection against dead beats. The secretary will be glad to furnish it to kindred associations on application. His address is P. O. Box 179, Windsor, Ont.

THE WINNIPEG BREAD STAMP.

The Winnipeg bakers object to a clause in the proposed new by-law requiring them to stamp the weight on all loaves. So a deputation from them appeared at the meeting of the market, license and health committee of the Winnipeg City Council recently to protest. They claim that stamping the weight on all loaves would be impossible, owing to the large quantity of fancy bread made. The matter was left to a sub-committee.

SALESMAN WANTED.

FIRST-CLASS SPECIALTY SALESMAN, FOR Manitoba and Northwest. Give references, state experience, age and salary expected. Apply box 72, THE CANADIAN GROCER. (51)

WANTED—Thoroughly competent grocery traveller for Manitoba and Northwest. Must have good connection—liberal terms to the right man. Apply, Box 73, CANADIAN GROCER. (51)

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

Oysters and Fish
M. DOYLE FISH COMPANY
 Limited
 TORONTO ONT.

We are the only house who offer you oysters in Canadian measure (Imperial), 4 gal. Imp. is equal to 5 gal. wine. Agents for Booth's "Oval" Brand. 53 years on the market. Extra Standard, \$3.00 per pall. All kinds of Fresh Fish always on hand. Carload Manitoba Whitefish just arrived.



BERNARD CAIRNS
 Leader in
RUBBER STAMPS
 SEALS, PRICE MARKERS, Etc.
 10 King Street West, - TORONTO.
 Awarded Diploma at Toronto Exposition, 1901.


ESTABLISHED 1869

Geo. Stanway & Co.
 Brokers and
 General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,
 Canned Goods | **TORONTO**

Correspondence Solicited.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

Grenoble Walnuts

Second shipment in store.
 Good Quality.

WARREN BROS. & CO.
 TORONTO.

Established 1862.

E. THOMPSON & CO.
 LIVERPOOL,
 . . . ENG.

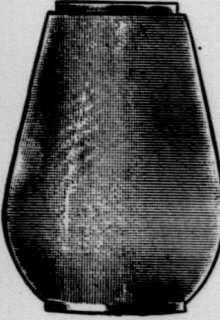
Offices—11 Victoria St.
 Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
 107 Hudson St., NEW YORK.

ARE YOU USING OUR _____



Cold Blast
 or Jubilee
 Globes

Aetna or
 Quaker Flint
 Chimneys?

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

Have a Look at Our Factory

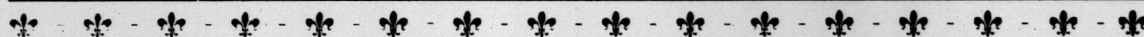
WE don't pretend to have the largest in Canada, or do we claim to do up more goods than any other.

But we do claim to have a model canning factory, built with all the latest and most modern improvements and ideas, up to-date in every particular, special attention being paid to sanitary conditions. Our motto is **QUALITY**, and

QUALITY TALKS.

Our processer is an expert. He commands a high salary, and his goods tell the story. Have you ever sold them? If not, order your wholesaler to send a sample order. Travellers may push some other brand. Some need pushing; ours don't.

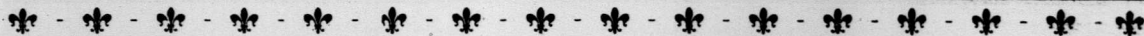
F. R. LALOR CANNING CO., **Dunnville, Ont.**
 Limited



*We wish our numerous customers
and friends throughout the Domin-
ion a Merry and Joyful Christmas.
Thanking you one and all for the
many favors extended to us during
the year just closing and hoping for
a continuance of your esteemed
patronage during 1902.*

LAPORTE, MARTIN & CIE.

Montreal



WE offer to our customers
and friends throughout
Canada, our best wishes and
Compliments of the Season.

L. CHAPUT, FILS & CIE.
MONTREAL.

	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
COFFEE												
Green—												
Mocha.....	24	27	23	28	25	30						
Old Government Java.....	27	27	22	30	25	30						
Rio.....	10	10	7½	9½	12	13						
Santos.....	7½	7½	9½	10½								
Plantation Ceylon.....	29	29	26	30	29	31						
Porto Rico.....	22	22	22	25	24	25						
Gautemala.....	18	18	22	25	24	26						
Jamaica.....	18	18	15	20	18	22						
Maracaibo.....	13	13	13	18	12	13						
NUTS												
Brazil.....			15	16		15						
Valencia shelled almonds.....	22	23	30	35	30	35						
Tarragona almonds.....	10	10		11½	12	13						
Formegetta almonds.....	30	30	40	43								
Jordan shelled almonds.....	7½	8	8	10	9	10						
Peanuts (roasted).....	6½	7	7	9								
" (green).....	3 00	3 00		3 75	3 50	4 00						
Cocconuts, per sack.....				60	60	70						
per doz.....	10	10½		10½	11	12						
Grenoble walnuts.....	10	10	9½	10½								
Marbot walnuts.....	10	10	9	8	8½	9						
Bordeaux walnuts.....	8	8½	9½	10½	10	11						
Sicily filberts.....	8	8½	9½	10½	10	11						
Naples filberts.....	13½	14	13	15	13	14						
Pecans.....	16	17	18	23		15						
Shelled Walnuts.....						15						
SODA												
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75						
Sal soda, per bbl.....	70	75	80	90	85	90						
Sal Soda, per keg.....	95	1 00		1 00	95	1 00						
Granulated Sal Soda, per lb.....				1								
SPICES												
Pepper, black, ground, in kegs												
palls, boxes.....	16	18		18	14	15						
" 5-lb. cans.....	14	17		19	15	16						
" whole.....	15	17		19	12	13						
Pepper, white, ground, in kegs												
palls, boxes.....	26	27	26	27	24	26						
" 5-lb. cans.....	25	26	25	26	20	22						
" whole.....	23	25	23	25	20	22						
Ginger, Jamaica.....	19	25	22	25	20	25						
Cloves, whole.....	12	30	14	35	18	20						
Pure mixed spice.....	25	30	25	30	25	30						
Cassia.....	18	18	20	40	16	20						
Cream tartar, French.....		25	24	25	20	22						
" best.....		28	25	30	25	30						
Allspice.....	10	15	13	16	16	18						
WOODENWARE												
Palls, No. 1, 2-hoop.....	1 75		1 72		1 90							
" 3-hoop.....	1 9		1 85		2 05							
" half, and covers.....	1 5		1 80		1 75							
" quarter, jam and covers	1 25		1 30		1 45							
" candy, and covers.....	2 50	3 0	1 88	2 90		3 20						
Tubs No. 0.....	10 00	10 2		9 15		11 00						
" 1.....	8 00	8 25		7 50		9 00						
" 2.....	7 00	7 25		6 70		8 00						
" 3.....	6 00	6 25		5 90		7 00						
PETROLEUM												
Canadian water white.....	14½	15½		16		16½						
Sarnia water white.....	16	17		16		16½						
Sarnia prime white.....		18		15		15½						
American water white.....		19		17½		17½						
Pratt's Astral (barrels extra)	18½	19		17		18½						
Black— TEAS												
Congou—Half-chests Kalsow, Moning, Paking.....	13	60	12	60	11	40						
Caddies Paking, Kalsow.....	17	40	13	50	15	40						
Indian—Darjeelings.....	35	55	35	55	30	50						
Assam Pekoes.....	20	40	20	40	18	40						
Pekoe Souchong.....	18	25	13	25	17	24						
Ceylon—Broken Pekoes.....	35	42	35	42	34	40						
Pekoes.....	20	30	20	30	20	30						
Pekoe Souchong.....	17½	40	17	35	17	35						
China Greens—												
Gunpowder—Cases, extra first	42	50	42	50								
Half-chests, ordinary firsts	22	28	22	28								
Young Hyson—Cases, sifted												
extra firsts.....	42	50	42	50								
Cases, small leaf, firsts.....	35	40	35	40								
Half-chests, ordinary firsts	22	28	22	28								
Half-chests, seconds.....	17	17	17	19								
" thirds.....	15	17	15	17								
" common.....	13	14	13	14								
Pingsueys—												
Young Hyson, ½-chests, firsts	23	32	18	32	30	40						
" " seconds.....	16	19	16	19								
" Half-boxes, firsts ..	23	32	23	32								
" " seconds.....	16	19	16	19								
Japans—												
½-chests, finest May pickings	38	40	38	40								
Choice.....	32	36	33	37								
Finest.....	28	30	30	32								
Fine.....	25	27	27	30								
Good medium.....	22	24	25	28								
Medium.....	19	20	21	23								
Good common.....	16	18	18	20								
Common.....	13	15	15	17								
Nagasaki, ½-chests, Pekoe.....	18	22										
" " Oolong.....	14	15										
" " Gunpowder.....	16	19										
" " Siftings.....	7½	11										
RICE, MACARONI, SAGO, TAPIOCA.												
Rice—Standard B.....	3 00	3 10		3 25		3 40						
Patna, per lb.....	4 25	4 50		5		6						
Japan.....	4 40	4 90		5		6						
Imperial Seta.....	4 60	4 90		5		6						
Extra Burmah.....				5		6						
Java, extra.....				6		7						
Macaroni, dom'ic, per lb., bulk	5	6		7½								
" imp'd, 1-lb. pkg., French	8	12		10								
" " Italian.....	8	10		11		12½						
Sago.....	3½	4		4½		5						
Tapioca.....	3½	4		4		5						

"GROCCRS' SECTION" MEETS.

Last Thursday night, December 12, the grocers' section of the Retail Merchants' Association, Toronto branch, held their meeting in their room, 155 Bay street. President F. C. Higgins was in the chair.

The question of having a better profit on biscuits was ventilated. The committee that was appointed to wait on the manufacturers and also the wholesale dealers were instructed to do so at the commencement of the coming year.

Some excellent results, it seems, have been obtained from the credit reporting department of the Retail Merchants' Association, one member claiming that he had had recently over \$65 collected in bad debts, some of which were outlawed. The appointment of J. W. Nettleton and D. Snuggs to the above committee made at the previous meeting was confirmed.

The executive committee were instructed to bring in a report on the best means of providing an entertainment of some sort or a banquet to start off the new year.

The meeting then adjourned.

TO
LIVE
GROCCRS
ONLY:

We are putting up and are having a **LARGE SALE** on our famous



"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.
Tea Packers. WINDSOR, ONT.

A LITTLE ADVERTISEMENT

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

Wishing You the Compliments of the Season.



WE wish to take this opportunity to thank all our numerous friends for their liberal patronage in the past, and to respectfully solicit a continuance of the same for the future.

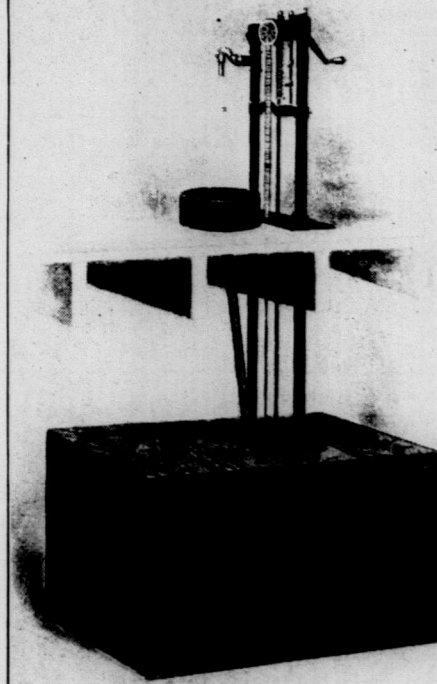
Our celebrated brands of Chewing Gum:

**VICTORIA FRUIT
MALTED PEPSIN
MAPLE LEAF**

are daily growing in popularity, and we intend to make them still more so.

THE CANADIAN CHEWING GUM CO.,
363 Spadina Ave., Toronto.

Winter is Coming



AND YOU MAY REASONABLY EXPECT YOUR OIL TRADE TO LARGELY INCREASE.

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

**BASEMENT OUTFIT
BOWSER OIL TANKS**

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.
S. F. BOWSER & CO.,
65 Front St. East, TORONTO.
Factory, FORT WAYNE, Ind.

BOWSER
Basement
Self-Measuring
Oil Outfit
As shown above.

John, Halifax.
16%
16%
16%
17%
18%
40
40
50
40
24
40
80
85
40
6
6
6
7
8

THE PROVISION TRADE.

The Markets—England's Egg Supply—Miscellaneous Notes.

ENGLAND'S EGG SUPPLY.

It is possible that the people of this country eat more eggs per head than those of any other, and this may explain why it is that Denmark and Normandy, as well as Ireland, pour millions of these savory breakfast dainties into the English market. But, as if the existing supply were inadequate, New Zealand is now preparing to enter into the competition. The distance of that colony from our shores has hitherto rendered such a trade impracticable. However, a colonial chemist claims to have discovered a preserving process which will keep the eggs in good condition for three years, and, if experiments should fully realize his hopes, the difficulty of remoteness will be surmounted, though the ultimate success of the venture would still remain to be proved. There is such a thing as a public taste, and it is sometimes eccentric, and possibly in this case it might draw a line at the effects of the chemical treatment. But why does the English agriculturist not make a greater effort to retain more of this business in his own hands? If it is profitable to Irishmen and foreigners it ought to be equally so to him.

—Grocers' Journal, London.

CHEESE AND BUTTER EXPORTS.

For the season of navigation just closed the exports of cheese from the port of Montreal amounted to 1,799,075 boxes, as compared with 2,075,137 for 1900, a decrease of 276,062 boxes.

For the season of 1901 the total butter shipments from the same port equalled 412,056 packages, as compared with 256,912 for 1900, which is very gratifying, as it is an increase of 155,144 for the year.

ANOTHER MONTREAL SWINDLE.

A swindling gang who alleged that they were a branch of the Smithfield market of London, Eng., opened up business at 94 Foundling street, Montreal, under the name of the Hudson, Robertson Produce Exchange. The partners in this concern were Bishop and Robertson. Soon after they started a tailor obtained a warrant against Bishop for obtaining a suit of clothes on false pretences. But when a detective arrived to execute this warrant, he found that the birds had flown. Upon closer inquiry it was found that they did not pay

for anything at all, even the scales which they used being borrowed.

PORK-PACKING AT STOUFFVILLE.

Under the name of the Pakenham Pork-Packing Co., a pork-packing concern has been started at Stouffville, Ont., with a capacity of 1,000 hogs per week. They are utilizing the most improved methods in their business.

FIRE IN A ST. JOHN PACKING HOUSE.

On the morning of December 14, fire broke out in the pork-packing establishment of the F. E. Williams Co., St. John, N.B., and before the flames could be arrested by the firemen, who were notified, considerable damage was done to the stock and machinery valued at about \$12,000, but how much it is impossible to say. The building also suffered some slight damage. The total amount of insurance on the building and contents is about \$8,800. The cause of the fire is unknown.

THE PROVISION MARKETS.

TORONTO.

There is a free movement in western hogs with the price remaining firm at \$8 per cwt., though \$8.10 is asked. The local movement in dressed hogs is good, the cold weather bringing in large quantities of heavier hogs, but light shops are mostly in demand. The price is firm at \$8.10 to \$8.25. Lambs are $\frac{1}{2}$ c. higher, while select live hogs are 50c. higher. We quote: Dressed hogs, \$8.10 to \$8.25; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.50 to \$5 per 100 lb. Veal, 6 to 7 $\frac{1}{2}$ c. per lb.; lambs, 6 to 6 $\frac{1}{2}$ c. Live hogs: Selects, \$6.50, and lights \$6 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

Provision houses are busy cutting pork for curing, and the prices of hog products are very firm, owing to the high prices of dressed hogs. The advance in lard has been maintained, with a good demand for it. The prices are the same as last week. We now quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 $\frac{1}{2}$ c.; medium hams, 13 $\frac{1}{2}$ c.; large hams, 12 $\frac{1}{2}$ to 13c.; shoulder hams, 11c., and backs, 13 $\frac{1}{2}$ to 14c.; Canadian heavy mess pork, \$19.50

to \$20; short cut, \$21; lard, in tierces, 11c. per lb., tubs, 11 $\frac{1}{4}$ c., and pails, 11 $\frac{1}{2}$ c.

ST. JOHN, N. B.

Pork products are very high. Large quantities of round hogs were shipped West from parts of our Province, and now our local packers cannot get supplies. Round hogs sell at 8 to 8 $\frac{1}{2}$ c. Beef shows little change. Lard, which was rather lower, has again advanced, and the market is particularly strong.

WINNIPEG.

CURED MEATS—The market is firm and the demand good. No change in prices is reported for the week. We quote: Hams, 13 $\frac{3}{4}$ c.; shoulders, 10 $\frac{1}{4}$ c.; picnic hams, 8 $\frac{1}{2}$ c.; breakfast bellies, 14 $\frac{1}{4}$ c.; spiced rolls, 11 $\frac{1}{4}$ c.; dry salt, long clear, 11c.; dry salt backs, 11 $\frac{1}{2}$ c.

LARD—We quote: 20-lb. pails, \$2.40; 50-lb. pails, \$6.70; 3 and 5 lb. in 60-lb. cases, \$7.70.

PROVISION NOTES.

P. Burns & Co., Vancouver, have bought the butcher department of the S. Fader Co.'s stores.

A. S. & W. H. Masterman, pork-packers, Montreal, have assigned, and their creditors will meet on December 23.

The pork packing branch of the T. E. Williams Co., Limited, grocers and pork-packers, St. John, N. B., was damaged by fire. The loss is covered by insurance.

The new soap factory at Preston, Ont. is now running at full capacity, turning out a good quality of soap, suitable for woollen mill purposes.

Established 1873.

Pork Packers, Commission Merchants,
Buyers and Exporters of

**Eggs, Butter,
Cheese, Poultry.**

D. GUNN, BROTHERS & CO.

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

CONSIGNMENTS

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

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

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

The busy Christmas week will soon be here and you will want your stock complete.

Kindly let us have your orders for

REGISTERED
Bow Park
HAMS

and

REGISTERED
Bow Park
BACON

as early as possible, so there will be no delay in filling your orders.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

THE NEWEST THING ON THE MARKET IS

REGISTERED
Bow Park
BRANDS

CREAM CHEESE

Finest Flavor and we will Guarantee its Purity.

Retails at 10 cents.

Prepared by

Shuttleworth & Harris,
BRANTFORD, CAN.

Toronto Agents:

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

For Christmas

ENGLISH BREAKFAST BACON
SUGAR-CURED HAMS
HOME-MADE MINGEMEAT
FULL CREAM STILTONS.

Here are four lines with which to tempt the appetite of the veriest epicure.

Try them on your customers. Try them now—always—and all the time.

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

Christmas Meats

Your trade will demand something Choice in Smoked Hams and Breakfast Bacon.

Our Curing will give your customers satisfaction and hold their trade. Order early to avoid disappointment.

The Park, Blackwell Co.,
LIMITED.
PORK PACKERS AND EXPORTERS, TORONTO, CANADA.

Liverpool Agents:
Messrs. Miller Bros.
16 Tooley St.

London Agents:
Messrs. W. P. Sinclair & Co.
12 North John St.

MIDDLESEX CHEESE OUTPUT.

The total cheese sales on the London Board of the County of Middlesex production for the last 12 years amounted to 372,191 boxes, which, at an average weight of 65 lb. to the box, equals 24,192,415 lb., for which the sum of \$2,153,124 has been paid to the manufacturers. The following table gives the number of boxes sold and the range of prices paid each year for the last 12 years :

	Sales, boxes.	Price per lb. c.	
1890.....	44,078	8	to 10½
1891.....	44,850	8¼	to 10¼
1892.....	44,424	8½	to 10½
1893.....	31,114	8¾	to 11
1894.....	40,336	8½	to 10½
1895.....	27,452	3 1-16	to 8¼
1896.....	16,349	6¼	to 10½
1897.....	47,775	7¾	to 9½
1898.....	31,600	6¾	to 9½
1899.....	18,019	7 9-16	to 11¾
1900.....	16,896	9 1-16	to 11¼
1901.....	9,298	8 1-11	to 9½

From the above it will be perceived that the largest sales were made in 1897, when a total of 47,775 boxes were sold at an average price of 8¾c. per lb., the range being 7¾ to 9½c. The highest prices were paid in 1899, when 11¾c. was received, while the lowest was in 1895, when some of the lots only realized 3 1-16c. per lb. The highest average, 9½c., was obtained in 1893.

EGG EXPORTS FROM CANADA.

The total exports of eggs from Canada for the year ending June 30 were 11,363,914 doz., having a total value of \$1,692,286, as compared with 10,187,966 doz., with a total value of \$1,457,942, exported the year before. This is an increase of 1,175,948 doz., and, in value, of \$234,354. The average price received has been 14.9c. per doz., as contrasted with an average figure of 14.3c. for the previous year. The table below gives the total exports and their value in detail :

To	Quantity.	Value.
Great Britain, doz.....	11,273,452	\$1,677,727
Australasia, doz.....	2,860	620
Belgium, doz.....	3,903	520
British West Indies, doz.....	4,913	757
Newfoundland, doz.....	10,816	1,563
China, doz.....	580	98
St. Pierre, doz.....	29,343	3,826
United States, doz.....	37,197	7,185

Total doz..... 11,363,914 \$1,692,296
Total for year previous.. 10,187,966 \$1,457,942

TO JOIN THE RETAIL MERCHANTS ?

In Kingston, Ont., the Retail Grocers' Association is discussing the advisability of joining with the Retail Merchants' Association. At a meeting of the grocers, which was held there on December 11, this matter was brought up and considered, but, as only a small number were present, no action was taken, and the matter was left over until the next meeting. Besides, at this meeting a number of accounts were passed.

Every Grocer

who desires to have the finest goods for his customers, will see that he is never without a full stock of :

COWAN'S

Hygienic and Perfection Cocoa
Queen's Dessert, Royal Navy and Perfection
Chocolate.

Cake Icings—Chocolate, Pink, Lemon Color
and White.

Chocolate Cream Bars, Chocolate Ginger,
Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.

THIS BRAND

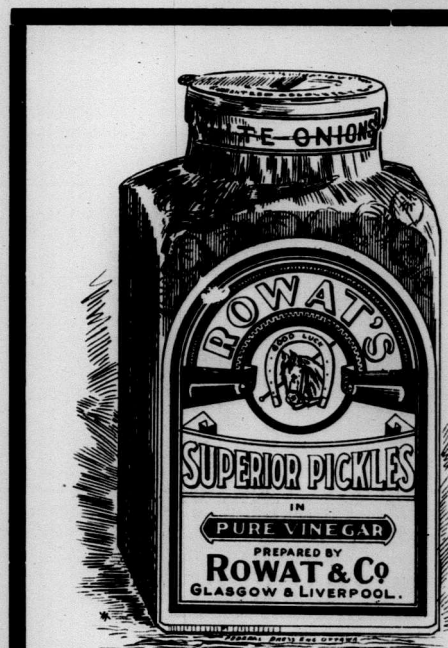
ON Bacon
—AND—
Hams

guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.



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

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.



PICKLES

—There is no line more profitable to the Grocer nor giving better satisfaction to his customers than

ROWAT'S
PICKLES

Ask your Jobber for them.

SELLING AGENTS:

Snowdon & Paterson, F. H. Tippet & Co.,
449 St. Paul St., Montreal, 10 Water St., St. John, N.B.
C. E. Jarvis,
Holland Block, Vancouver, B.C.



An endorsement for **Boar's Head** brand of **Refined Lard Compound** enjoyed by no other compound is that at times when hog lard is sold at $\frac{1}{2}$ c. to 1c. per lb. less than **Compound, Fairbank's Boar's Head** brand maintains a good volume of business, because the consumers who used it were willing to pay $\frac{1}{2}$ c. to 1c. more than for the product of the swine. **Fairbank's Boar's Head** brand is now $1\frac{1}{2}$ c. to 2c. per lb. less than hog lard and those who use it will insist upon having it in the future regardless of the price of hog lard.

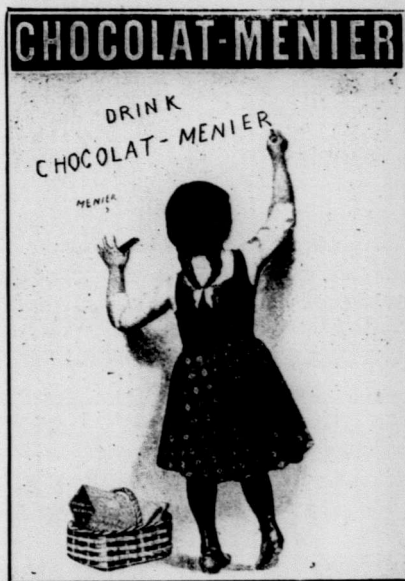
Orders can be filled by any of the leading jobbers in Canada or direct.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Boxes	-	50 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Annual Sales
Exceed
33,000,000 lbs.



Grand Prix
Highest Award,
Paris 1900.

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

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

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.

HOW TO DRAW NEW TRADE.

By J. Nathan Price.

EVERY retailer, no matter in what business he may be engaged, is anxious to know how to draw new trade to his store, and, indeed, if he does not know how to do so he cannot succeed, because in time some of his old customers, for one reason or another, leave him. If he cannot secure new customers to take the places of the ones who have ceased to patronize him his business will go backward. Good advertising is the most commendable method of accomplishing the desired result, and by that I mean straight, legitimate advertising in the local newspapers. But there are other ways of advertising, and that is by introducing schemes. I have read recently some articles submitted in a competition for a prize to be awarded the merchant who has "worked the best scheme," and the evidence of these merchants is conclusive that the merchant who uses his brains will succeed. Perhaps one of the best schemes ever worked was the one originated by Sir Thomas Lipton—long before he had been honored by the title—and was proprietor of a little provision store in Glasgow, Scotland. He had an educated pig covered with a blanket, on which was written an advertisement for his hams and bacon. The pig would be taken to a block 10 or 12 blocks away from the store and then released, whereupon he would at once start back for the store. A crowd would follow, and the pig would, of course, lead them to the Lipton store. We have the word of Sir Thomas for it that "many would follow the pig into the store and make purchases." Another scheme, that was used by a Pennsylvania merchant and which caused trade to increase 50 per cent., was the giving away of an alarm clock to every person who purchased \$25 worth of goods. A card was given with the first purchase and the amount of purchase stamped thereon. When the total of purchases aggregated \$25 the card was accepted in payment for a clock. As no cards were stamped unless cash was paid for the goods, the scheme not only brought new customers, but caused many of the regular ones who had been in the habit of having goods charged, to pay cash also. The story is told of another merchant who had about decided to give up the attempt of making his business pay, when news came to him that a little church in the town was about to raise money to put up a new edifice. He proposed to the leaders of the church that he get up a supper, the proceeds to go to a building fund. The supper was held, and every sandwich was wrapped in a paper having printed on it "Adams' Building Fund Supper." The merchant's name was Adams, and he grew to be so popular because of his generosity that the \$62 the supper cost him proved to be a good investment, for his business prospered wonderfully ever after. As I have said, there is no doubt about the success of the merchant who uses his brains. There are numbers of schemes that can be worked to advantage. They will suggest themselves to the man who gives a little thought to the matter, and local happenings in a town will help one to grasp an idea. For instance, I know of a church in Jersey City that held a fair last week. Near the church are two meat markets. One has been there for years, and its proprietor serves a majority of the members of the church with

meat. The other market was opened a month ago, and its proprietor is unknown in the neighborhood. Had he gone to the people who had charge of the fair, and offered to give 5 per cent. of his profit to the fair fund for the week during which the fair was held, he would have secured the trade of many of the church members.

Now, there is another side to the working of schemes. When they include the giving of presents to attract trade they lead to competition, and before it ends each merchant is trying to beat his competitor by giving something more costly. Therefore, I advise against the present-giving practice. If you see a chance to do yourself good by offering a percentage of your profits to some charity or to help some church, there can be no objection to your doing so, because there is not much chance, and but little likelihood that it will lead to an epidemic of profit-sharing. Out in Topeka, Kan., the merchants are at this writing striving to rid themselves of all sorts of gift enterprises, and had not the gift-giving there grown to be a losing venture it is reasonable to presume the practice would not have been considered of enough importance to call for united action. These merchants have signed an agreement which provides that no merchant shall issue premium stamps or give away any articles in any gift enterprise whatsoever or any advertising scheme other than the regular established methods. The practice there had gotten to the stage where the butchers were giving away photographs and heads of cabbage with two pounds of spareribs; the grocers were giving away a bottle of catsup with a bag of salt, and the hardware men a set of pots with every cooking stove. It is apparent that action was necessary. There is undoubtedly new business to be gained in working schemes, but discretion must be used in selecting the schemes. It would please me greatly to have the opinions of my readers on this subject. If any of them have used schemes I should like to have accounts of what success was gained.—Butchers' Advocate.

P.E.I. CHEESE PRODUCTION.

This season there has been a falling off in the production of cheese of 20,000 boxes in Prince Edward Island. This is to be attributed to the long drought in the early part of the season and the poor pasture all summer. Besides the horn fly was particularly active the past season. These two things combined have so greatly interfered with the supply of milk that a number of factories had to close down before the end of the season.

One thing that is gratifying to the cheese men of the Island is the steady improvement in the quality of the cheese. The peculiarly distinct flavor, known as the "Prince Edward Island" flavor amongst dealers has almost entirely disappeared to the great gain of the cheesemakers there.

The Inverness Salmon Cannery at the mouth of the Skeena river, B.C., has been purchased from Turner & Ford by C. F. Todd, Victoria, owner of the Beaver and Richmond canneries on the Fraser river.

OYSTERS.

FOR YOUR SUPPLY, SEND TO

STANDARD OYSTER CO.,

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.
Wholesalers and jobbers.

Established 1879. Branch, 63 Colborne St., TORONTO

PERTH
ROLLER
MILLS

PERTH, ONT.

Write us for prices of the best grades of Flour, Bran, Shorts, etc. Mixed cars a specialty.

JOHN HAGGART,

GEO. B. JONES,
Manager.

Proprietor.

Jelly That "Jells."

A lady in a grocery store was once heard to ask for some jelly powder "that would jell." She meant a powder that would make a good firm jelly, not the kind that falls to pieces, or in other words, that won't jell.

N. & B. Jelly Powder.

Is warranted to "jell" and is delicious and wholesome into the bargain. You may depend on it, your customers will be more than satisfied.

Nicholson & Brock
TORONTO.

(A Sample Free)

BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,
Satchel Lunch Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

CEYLON AND INDIA TEA

BLACK

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

OR

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

GREEN

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

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

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

THE UTILIZATION OF WASTE.

PETER J. AUSTIN, in an article contributed to the September Forum, notes some methods for the utilization of waste as follows:

"Common garbage is boiled down, and the grease, when purified, is utilized in making soap. City refuse is used as fuel to make steam and electricity, and certain chemicals can be extracted to purify drinking water, while from the ashes cement is made. Cesspool matter is dried into a powder and forms a valuable fertilizer. Waste soapends from textile factories are precipitated with lime and a gas is obtained with three times the illuminating power of coal gas. Glycerine is also produced.

"The list of articles that are made from a dead horse picked up on the street is hair-raising: Mattresses, glue and gelatine, sausage coverings and pin cushions. Bones furnish empyreumatic oils, tallow, paints, shoe blacking, sulphate of ammonia, etc. Human hair is used for manure; old boots, under the chemist's magic, become wine jelly. From an old skirt a fine grade of whiskey has been made, and wholesome, palatable sawdust cakes are common.

"Some of the products obtained from sawdust are gas, wood alcohol, acetic acid, tar, oils, benzole, paraffine, naphthalene, carbolic acid and creosote. Artificial wood, capable of taking a high polish, is made from sawdust; also parquet floors, terracotta, lumber and dinner plates.

"Skim milk produces sizings for paper, waterproof glues and paints. Fish scales make artificial pearls. Deposits in wine casks, purified, become cream of tartar, and cork waste forms the basis of linoleum."

PRUNE VINEGAR.

According to the San Francisco Chronicle, the Oregon Agricultural Experiment Station is performing a very useful service in some experiments which it is making in producing vinegar from prunes. The most serious problem which confronts Pacific Coast prune growers is the profitable disposal of the very small prunes and of that portion of the larger sizes which partly ferments in drying. In bad drying years there are more of these inferior prunes than growers would be willing to acknowledge, and it has been the custom to dump everything into stock, to the great injury of the reputation of the fruit. It will probably be difficult to stop this practice. Nothing, in fact, will stop it but a severely discriminating market, but in those years when the prune crop is very large there is always a great quantity of small prunes selling at a very low price and seriously injuring the

market for the larger sizes. Last year there was an excess both of small and poor prunes. An effort was made to convert this stock into brandy, for which purpose it is largely used in France. But the French are a brandy-drinking people, while Americans drink whisky, and all sorts of brandy appear to sell there just as all sorts of whisky sell here. Our distillers found that by ordinary processes brandy made from prunes had a taste which was not liked, while if this taste were refined out the product cost more than grape brandy. So that outlet does not seem to promise well. We should suppose, however, that alcohol for the use in the arts could be profitably made from prunes.

CANNED GOODS OF THE FUTURE.

SLOWLY but surely our food supply is being concentrated in the conventional tin can, and the term "canned goods" every day covers a greater multitude of virtues, if not of sins. Why not can human virtues? We bottle up electrical energies in safe storage batteries; we embalm every human thought and feeling in word symbols, and we preserve the precious tones of loved ones in the cylinder of the phonograph. Who then shall deny the possibility of canning mental and moral qualities, and supplying human deficiencies in these to order, by the case? Canned food at this moment enables us to live at all, to think and to feel. Why not take the next step, and can thoughts and feeling? The grocer who reads this may yet listen with unmoved countenance to the consumer's inquiry: "Have you any canned fine sentiments to day? Any fresh brilliant

ideas? Oh! My wife wants you to send up two cases of 'Premier' sweet temper, and half a dozen cans of connubial affection, if you are sure that it is genuine, and a couple of cans of square dealing for my business lunches."

We only anticipate by a few years' time when we print a probable extract from a future market report of canned goods as follows:

"Premier" Common Sense—Scarce and much sought for.

Humility, "Meek" Brand, Talls—Very little of this commodity sold on male orders, possibly because of its liability to swell and burst the cans.

"Premier" Perseverance—This brand has the reputation of "getting there" and staying.

Patriotism, "American" Brand—Cheap and popular, with prices well sustained. Showy labels have stimulated consumption.

"Premier" Veracity—Sales limited, but demand is of a healthy character.

"Premier" Originality—There are many counterfeits of this brand, but dealers are rapidly learning to detect them and reject imitations.

Self Denial—Stock low, with little demand. Halves and quarters sell better than wholes.

"Premier" Integrity, Square—Scarce and high, but regarded by the trade as a good investment, even at higher cost.

Misrepresentation, Trade Talls—The best class of trade has never kept this in stock, in spite of the large apparent profit on sales.

"Premier" Good Manners—These goods have made friends everywhere. Attempts to supersede them by showy substitutes have not been successful.—The Peacemaker.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

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

**Excelsior Macaroni
White Castile Soap**

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

**CHOOSE
"BURMESE" LINEN LEDGER
FOR YOUR BLANK BOOKS.**

Doubtless you will be preparing for a new set of books for the new year. It is usual and a good business custom—some new books, at any rate, are needed.

Instruct your stationer to give you books containing Burmese Linen Ledger paper—a paper with a splendid writing surface—durable, good erasing quality, and business looking.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

**CANE'S
Wooden
Packages**

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

UNITED FACTORIES, Limited
Head Office, TORONTO.

**Direct
Importations**

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

**Hugh Walker
& Son**

Wholesale
Fruit and Commission
Merchants,

Guelph, Ont.

GOODS WELL BOUGHT

are half sold if they are the right kind of goods. We are making the right kind of goods, and you don't have to take any chances. Send us a trial order and we'll take the chances. We are selling our own goods at our own prices, and if you drop us a card we'll tell you more about it.

THE VICTORIA BISCUIT CO.,

GUELPH.



Capstan Brand

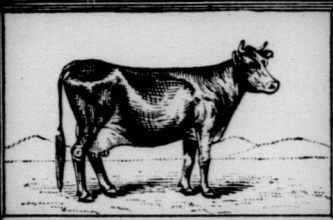
BAKING POWDER

¼-lb., ½-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.
Write us for prices.

The Capstan Mfg. Co., - Toronto.

DWIGHT'S



SODA

Grocers Save

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

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

Agencies in all leading centres.



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.



What Is The Best of Anything?

Surely the BEST is

What everyone uses.

What everyone asks for.

What everyone has proven.

Then, when it comes to a question of MUSTARD, there is only one answer—

KEEN'S

IT'S ALL RIGHT.

Current Market Quotations for Proprietary Articles

December 19, 1901.

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

BAKING POWDER.		
Cook's Friend—	Per doz.	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2 in 6 "	80	
" 12, in 6 "	70	
" 3, in 4 "	45	
Pound tins, 3 doz. in case.....	3 00	
12 oz. tins, 3 "	2 40	
5 lb. tins, 1/2 "	14 00	
Diamond—		
W. H. GILLARD & CO.		
lb. tins, 2 doz. in case.....	per doz. 2 00	
1/2 lb. tins, 3 "	" 1 25	
1/4 lb. tins, 4 "	" 0 75	
IMPERIAL BAKING POWDER.		
Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 1 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50
MAGIC BAKING POWDER.		
Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 65
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75
JERSEY CREAM BAKING POWDER.		
1/2 size, 5 doz. in case.....		40
1/4 size, 4 doz. in case.....		75
1/2 " 3 " " "		1 25
1 " 2 " " "		2 25
"SUPERIOR" GLUTEN FLOUR		
per case.		
Toronto, Montreal and East.....		5 10
Winnipeg.....		5 40
Vancouver.....		6 50

BLACKING.		
SHOE POLISH.		
HENRI JONAS & Co. Per gross		
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00
BLUE.		
Keen's Oxford, per lb.....		\$0 17
In 10 box lots or case.....		0 16
Reckitt's Square Blue 12-lb. box.....		0 17
Reckitt's Square Blue, 5 box lots.....		0 16
BLACK LEAD.		
Reckitt's per box.....		1 15
Box contains either 1 gro., 1 oz.		
size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.		
CORN BROOMS		
BORCKH BROS & COMPANY doz. net		
Bamboo Handles, A, 4 strings.....		4 35
" " B, 4 strings.....		4 10
" " C, 3 strings.....		3 85
" " D, 3 strings.....		3 60
" " E, 3 strings.....		3 35
" " G, 3 strings.....		3 10
" " I, 3 strings.....		2 85
BISCUITS.		
CARR & CO. LIMITED.		
Frank Magor & Co., Agents.		
Cafe Noir.....		0 15
Ensign.....		0 11 3/4
Metropolitan mixed.....		0 09
Special price list of Fancy Tins for Xmas		
trade and other lines on application.		
CANNED GOODS.		
MUSHROOMS.		
HENRI JONAS & Co.		
Mushrooms, Rionel.....		\$15 50
" 1st choice Duthell.....		18 50
" 1st choice Lenoir.....		19 50
" extra Lenoir.....		24 00
Per case, 100 tins.		
FRENCH PEAS—DELOREY'S		
HENRI JONAS & Co.		
Moyen's No. 2.....		\$9 00
No. 1.....		10 50
1/2 Fins.....		12 50
Fins.....		14 00
Tree fins.....		15 00
Extra fins.....		18 50
Sur extra fins.....		18 00

FRENCH SARDINES.		
HENRI JONAS & Co.		
1/2 Trefayennes.....		\$9 50
1/2 Rolland.....		9 50
1/2 Delory.....		10 00
1/2 Club A/pins.....		10 50
1/2 ".....		12 50
CHOCOLATES & COCOAS.		
Epps' cocoa, case of 14 lbs., per lb.....		0 35
Smaller quantities.....		0 37 1/2
CADBURY'S.		
Frank Magor & Co., Agents per doz.		
Cocoa essence, 3 oz. packages.....		\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.....		0 40
Rock Chocolate, loose.....		0 40
" 1-lb. tins.....		0 42
Nibs, 11-lb. tins.....		0 35 1/2
JOHN P. MOTT & CO.'S.		
R. S. McIndoe, Agent, Toronto.		
Mott's Broma.....		per lb 0 31 1/2
Mott's Prepared Cocoa.....		0 28
Mott's Homeopathic Cocoa (1/4's).....		0 28
Mott's Breakfast Cocoa (in ins).....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 28
Mott's Caracac Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 28
Mott's French-Can. Chocolate.....		0 18
Mott's Navy or Cooking Chocolate.....		0 18
Mott's Cocoa Nibs.....		0 35
Mott's Cocoa Shells.....		0 05
Vanilla Sticks, per gross.....		0 90
Mott's Confectionery Chocolate 0 21		0 43
Mott's Sweet Chocolate Liquors 0 19		0 30
Chocolate—		
FRY'S.		
Caracac, 1/4's, 6-lb. boxes.....		0 42
Vanilla, 1/4's.....		0 42
"Gold Medal" Sweet, 1/4's, 6 lb. boxes.....		0 39
Pure, unsweetened, 1/4's, 6 lb. boxes.....		0 42
Fry's "Diamond," 1/4's, 14 lb. boxes.....		0 34
Fry's "Monogram," 1/4's, 14 lb. boxes.....		0 34
Cocoa—		
per doz.		
Concentrated, 1/4's 1 doz. in box.....		2 40
" 1/2's.....		4 50
" 1 lb. ".....		8 25
Homeopathic, 1/4's 14 lb. boxes.....	
" 1/2 lbs. 12 lb. boxes.....	

THE COWAN CO. LIMITED.		
Cocoa—		
Hygienic, 1-lb. tins, per doz.....		\$7 25
" 1/2-lb. tins ".....		3 15
" 1/4-lb. tins ".....		2 55
" fancy tins ".....		0 90
Hygienic, 5-lb. tins, for soda water		
fountains, restaurants, etc. per		
lb.....		0 55
Perfection, 1/2-lb. tins, per doz.....		3 00
Cocoa Essence, sweet, 1/2-lb. tins,		
per doz.....		2 25
Chocolate—		
per lb.		
Queen's Dessert, 1/4's and 1/2's.....		\$0 40
" 6's.....		0 42
Mexican Vanilla, 1/4's and 1/2's.....		0 35
Royal Navy Rock.....		0 30
Diamond.....		0 28
" 8's.....		0 28
WALTER BAKER & CO., LIMITED.		
per lb.		
Premium No. 1 chocolate, 2-lb. boxes.....		\$ 38
Vanilla chocolate 6-lb boxes.....		47
German sweet, 6-lb. boxes.....		27
Best cocoa, 1/2-lb. tins, plain; 6-lb.		
boxes.....		51
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes.....		35
Caracac sweet chocolate, 5-lb. boxes.....		37
Solub'e chocolate (hot or cold &c.)		
1-lb. cans.....		45
Vanilla chocolate wafers, 48 to box,		
per box.....		1 56
CHOCOLATE-MENIER.		
WALTER BAKER & CO., LIMITED.		
per lb.		
1-lb. Menier 1/2 and 1/4 lbs. 35c. per lb.		
1/2 lb. 40c. per lb.		
1/4 lb. 45c. per lb.		
Menier Breakfast Cocoa 1/2-lb. tins 35c.		
" 1-lb. " 35c.		
" 1-lb. " 35c.		



WALTER BAKER & CO., LIMITED.
 1-lb. Menier 1/2 and 1/4 lbs. 35c. per lb.
 1/2 lb. 40c. per lb.
 1/4 lb. 45c. per lb.
 Menier Breakfast Cocoa 1/2-lb. tins 35c.
 " 1-lb. " 35c.
 " 1-lb. " 35c.

"THE EDWARDSBURG BRANDS"

Starch

... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited,
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

CHEESE.

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

COFFEE.

JAMES TURNER & CO. per lb.

Mexico	0 32
Damascus	0 28
Calvo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

CLOTHES PINS.

BOBCK BROS. & CO.

Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages 12 to a case	0 70
5 doz. packages (12 to a case)	0 80

COUPON BOOK—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Bauhin & Fils, Montreal

\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un-numbered	Covers and coupons
Lered. numbered	

In lots of less than 100 books, 1 kind assorted. 4¢. 4 1/2¢.
10 to 50 books. 3 1/2¢. 4¢.
50 to 1,000 books. 2¢. 3 1/2¢.

Allison's Coupon Pass Book.

\$ 1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.

HENRI JONAS & CO. Per gross.

8 oz. London Extracts	\$8 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	5 00
2 oz. " "	9 00
4 oz. Anchorextracts	12 00
1 oz. " "	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat	9 00
2 oz. Flat, bottle extracts	18 00
2 oz. Square	21 00
4 oz. " (corked)	36 00
8 oz. " "	72 00
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

Robinson's Patent Barley 1/2 lb. tins 1 25
1 lb. tins 2 25

" " Groats, 1/2 lb. tins 1 25
1 lb. tins 2 25

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Raspberry " "	2 00
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	1 90
Jams—T. UPTON & CO.	2 75
1-lb. glass jars 2 doz. in case, per doz.	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 07
7-lb. wood pails, 5 " "	0 07
14-lb. wood pails, per lb.	0 07
30-lb. " "	0 06 1/2
Jellies—	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06 1/2
14-lb. " "	0 06 1/2
30-lb. " "	0 06 1/2

LICORICE.

YOUNG & SMYKIE'S LIST.

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
" Acme " Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Li orlice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
" Purity " Licorice 10 sticks	1 45
" " 100 sticks	0 75
Daloe, large cent sticks, 100 in box	

MINCE MEAT.
Wetley's Condensed, per gross, net \$12 00
" per case or doz. net. 3 00

MUSTARD.

COLMAN'S OR KEEN'S

D. S. F., 1/4 lb. tins, per doz.	\$1 40
" " 1/2 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00
Durham 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
F. D., 1/4 lb. tins, per doz.	0 85
" " 1/2 lb. tins " "	1 45

JONAS' FRENCH MUSTARDS

HENRI JONAS & CO. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Per gross	
Flint jars	18 00
Quart jars	24 00

MATCHES.

Eddy's Telegraph 5-case lots \$4 00
single cases 4 20

Telephone 5-case lots 3 90
single cases 4 10

Eagle Parlors 20s, 5-case lots 1 60
single cases 1 70

" " 100s 5-case lots 1 80
single cases 1 90

Victoria Parlors 5-case lots 2 90
single cases 3 10

ORANGE MARMALADE.

T. UPTON & CO.

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

PICKLES.


STEPHENS'

A. P. Tippet & Co., Agents.

Patent stopper (pints), per doz.	2 30
Corked " (pints)	1 90

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

SODA.—COW BRAND.



Case of 1 lbs. containing 60 pkgs., per box, \$3.00
 Case of 1/2 lbs. (containing 120 pkgs) per box, \$3.00.
 Case of 1/4 lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb. packages) per box, \$3.00.
 Case of 60. pkgs (containing 96 pkgs) per box \$3.00.

EMPIRE BRAND SODA.
 Case 120 1/2-lb. pkts. (2 1/2) per case \$3.00.
 Case 96 1/4-oz. pkts. (30 lb.) per case \$3.00

S JAP



MAYPOLE SOAP
 WASHES & DYES

A. E. TIPPETT & CO., AGENTS

Maypole Soap colors per grs. \$10.30, black per grs. \$11.30, Orizole Soap, per gross \$10.20

Glória Soap, per gross..... 12 00
 Scraw Hat Polish, per gross..... 10 30

STOVE POLISH.



ENAMELINE

No 4-3 dozen in case, per gross... 4 81
 " 6-3 dozen in case " " " " 8 40

RISEING SUN STOVE POLISH



For durability and for cheapness this preparation is truly unrivalled.

Per gross
 Rising Sun 6-oz. cakes, 1/2 gross boxes \$3 50
 Rising Sun, 3-oz. cakes, gross boxes... 4 50
 Sun Paste, 1 lb. size, 1/2 gross boxes... 10 00
 Sun Paste, 5c. size, 1/2 gross boxes... 5 01



STOVE POLISH
 DUSTLESS, LABOR SAVING,
 BEST IN THE WORLD.

STARCH.
 EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.

No. 1 White or Blue, 4-lb. cartons	0 63 1/2
No. 1 " " 3-lb. " "	0 66 1/2
Canada Laundry " " " "	0 07 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 18
Silver Gloss, 6-lb. tin canisters	0 08
Edwards'g Silver Gloss, 1-lb. pkg.	0 06
Kegs Silver Gloss, large crystal	0 07
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbls. and kegs	0 05 1/2
Benson's Enamel, per box	3 00

Culinary Starch—
 Benson & Co.'s Prep. Corn..... 0 67
 Canada Pure Corn..... 0 05 1/2

Rice Starch—
 Edwardsburg No. 1 white, 1-lb. cart 0 10
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08 1/2

KINGSFORD'S OSWEGO STARCH



OSWEGO CORN STARCH.

40-lb. boxes, 1-lb. pkgs.	0 08 1/2
SILVER 6-lb. boxes, sliding cover	0 18
GLOSS (12-lb. boxes each crates)	0 07
PURE—40-lb. boxes 1-lb. pack...	0 07
" 48-lb. " 16 3-lb. boxes	0 07
For puddings, custards, etc.	

OSWEGO CORN STARCH.

40-lb. boxes, 1-lb. packages	0 07 1/2
------------------------------	----------

ONTARIO STARCH 38-lb. to 45-lb. boxes, 6 bundles..... 0 06

STARCH IN BARRELS Silver Gloss..... 0 07 1/2
 Pure..... 0 03 1/2

BEE STARCH.
 Cases, 64 pkgs. 48's..... \$5.00
 1/2 Cases, 32 pkgs. 24's..... 2.50
 Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.
 Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. \$0 05 1/4
 Acme Gloss starch—
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/4

Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lbs... 0 06 1/4
 4-lb. " " " " " " " " " " " " " " 0 07 1/4
 Barrels, 175 lbs. 0 01 1/2
 Kegs, 100 lbs. 0 05 1/2


Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs. 0 08
 6-lb. tin trunks, 8 in case 0 07
 6-lb. enameled tin canisters, 8 in case 0 08
 Kegs, ex. large crystals, 100 lbs. 0 07

Brantford Gloss—
 1-lb. fancy boxes, cases 36 lbs... 0 08 1/2

Canadian Electric Starch—
 Boxes of 4 fancy pkgs, per case 3 25
Celtinoid Starch—
 Boxes of 45 cartons, per case... 3 75

Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 4 lbs.... 0 05 1/2
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 07
Crystal Maize Corn—
 1-lb. packages, boxes 40 lbs.... 0 07


TEAS.
SALADA Ceylon Tea



SALADA CEYLON.
 Wholesale. Retail

Brown Label, 1's	0 30	0 25
" " 1/2's	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label 1/4's	0 44	0 60

KOLONA Pure Ceylon Tea



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, retail at 60c.	0 42
Gold Label, " 80c.	0 55

CROWN BRAND
 Wholesale Retail

Red Label, 1-lb. and 1/2's	0 35	0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's	0 20	0 25
Japan, 1's	0 19	0 25

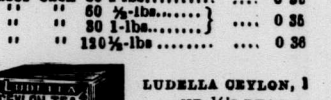
"SMELLINGS PATENT"



HOP TEA

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

RAM LAL'S PURE INDIAN TEA



GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE PLANTATIONS OF INDIA.

Cases each 60 1-lb. 0 38
 " " 60 1/2-lb. 0 38
 " " 30 1-lb. 0 38
 " " 150 1/2-lb. 0 38

LUDELLA CEYLON, 1 AND 1/2'S PKGS.

Blue Label, 1's	0 18 1/2	0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

TOBACCO.
 THE EMPIRE TOBACCO CO. LIMITED.

Smoking—Empire, 3/4's, 5s and 10s..	0 39
Royal Oak, 2 x 3, Solace, 8s	0 52
Something Good, 7s	0 48
Chewing—Hops, 5s and 10s	0 36
Currency, 13 1/2 oz. bars, spaced 9s.	0 39
Currency, 6s and 10s	0 39
Old Fox, Narrow 10s	0 39
Snowshoe, pound bars, spaced 6s.	0 43
Pay roll, 6s	0 44

WOODENWARE
 BOROKE BROS. & COMPANY.

Washboards	1 40
Leader Globes	1 10
Improved Globes	1 10
Standard Globes	1 70
Solid Back Globes	1 80
Jubilee (perforated)	1 25
Crown	1 25

F.o.b. Toronto.

YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case..	1 00
Jersey cream yeast cake, 3 d. z. 5c.	1 00
Victoria " " 3 oz. fc.	1 10
" " " 1 doz. 1c.	1 83

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. CO., Limited
 Montreal. Toronto.

WE STOCK
 NO. 197
SYRUP PUMP
 AND MEASURE.

Highly commended by those who **KNOW.** (Ask for circular).

WALTER WOODS & CO.
 HAMILTON.

Soap

"IMPERIAL" and "SNOW"

Twin Cakes.
 NOW IN STORE.

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MOTT'S DIAMOND CHOCOLATE
 JOHN P. MOTT & CO.
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IS THE BEST.

ASK FOR MOTT'S

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor **'SELL'S COMMERCIAL INTELLIGENCE,'** 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Brockville Business College

PRONOUNCED by members of Dominion and Provincial Parliaments and business men generally to be a first-class business school.

Graduates in all the leading cities of Canada and the United States. Do you want to become a good bookkeeper or shorthand writer? If you are interested in this line of work our Catalogue will interest you.

Address,
BROCKVILLE BUSINESS COLLEGE,
 Department G. Brockville, Ont

The Auer Gas Lamp

Money-Back Style.

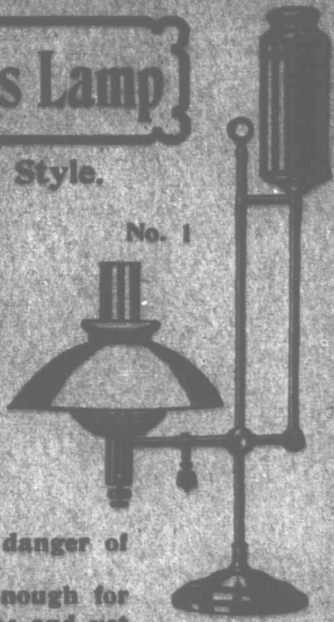
THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

Your Money Refunded if you are not Satisfied.
AUER LIGHT CO., 1582 Notre Dame Street, MONTREAL.



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



"EMPIRE" SODA

BEST FOR BAKING

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

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

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly
attended to by
The Roberts Advertising Agency,
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KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation
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Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleaner" Office, . . . KINGSTON, JA.

Subscribers wanting goods or special
quotations on anything anywhere in Canada
at any time, can get them by mail or wire
by corresponding with **THE CANADIAN
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BUY

EUREKA

It is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

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**Eureka
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This cut represents No. 12. 24 Noble St. Toronto

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

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

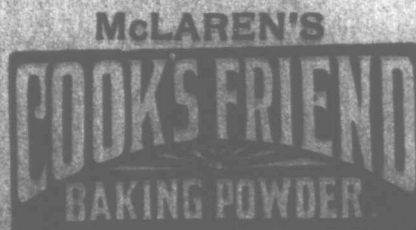
"Clippings from any Canadian paper on any subject."

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Telephone Main 1255.

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the Thing on Which to
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The Best Grocers make
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For Christmas Trade

Is your stock complete?

**RICHLY DECORATED GLASS TABLE SETS,
COLORED GLASS VASES,
COLORED GLASS WATER SETS,
CHINA FANGY GOODS,
DECORATED OPAL,
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ORIENTAL FIGURES,
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RICH CUT GLASS.**

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It's not too late yet to write for our "**Opal Catalogue**" or "**A Few Christmas Suggestions.**"

GOWANS, KENT & CO.
TORONTO and WINNIPEG.



WE EXTEND TO EVERY READER

our best wishes for a

**Very Happy
Christmas**

and a prosperous

New Year.

J. H. WETHEY, Limited

ST. CATHARINES, ONT.

SOLE MANUFACTURER

WETHEY'S CONDENSED MINCE MEAT.

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*Pickles, Sauces, Jams and
Preserved Provisions.*

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Offices Throughout the Civilized World.

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

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

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