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GENERAL
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**Colman's
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TO
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Hold Twenty-One Royal Appointments

and their Biscuits, Cakes, etc., have been awarded

Twenty-Seven Medals.

Out of hundreds of varieties of Biscuits we would direct
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One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

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HEAD OFFICE—TORONTO.

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Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director



WHEN YOU SELL Millar's Paragon Cheese

you are *gaining* and *keeping* the good-will of your customers, which is of vital importance to the success of your business. **IT POSSESSES EVERY ELEMENT** requisite for helping you attain popularity. **THE WISE GROCER ALWAYS** has it in stock. Send your order direct to

The T. D. Millar Paragon Cheese Co., Ingersoll, Ont.

Or to any of the following agents—

W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg.
Martin & Robertson, Vancouver and Victoria, B.C.

A popular name — "ROBERTS"

especially when connected with

KHAKI BUTTER SCOTCH, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

CANADIAN BUTTER NUTS are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

Canadian Agents: **G. E. COLSON & SON, MONTREAL.**



Happy New Year!

Let holiday time keep memories green. Let the ties of friendship grow closer yet at New Year's. In the generous spirit of the times we send you kindly greeting. Happy New Year to you!

For the hour and the day and the week, perhaps, we'll forget all but what will be a pleasure to recall. The time is yours and ours for enjoyment now. May your every expectation be fulfilled in generous measure in the coming New Year.

Arthur P. Tippet & Co.,

8 Place Royale,
MONTREAL.

23 Scott Street,
TORONTO.



LOOK
AHEAD
INTO
1901!

TO think of the past year and the progress your business has made is a good thing—insomuch that it will help you to improve it during the coming year. But what you should do now is to *plan for the future*, and make up your mind to work on the basis of “*Satisfaction for my Customers.*” If you stick to that motto your business will always be in a good healthy condition. To satisfy the demands of your trade, the appearance and

quality of the various articles you keep in stock *must appeal to the tastes* of your best clients—*the Ladies.* To attain this end their quality must be A1.

The quality of

Jonas' *Flavoring Extracts*

is unquestionably superior to any other Extracts on the market—*because* of their absolute purity—*because* of their delicate richness—*because* they are the concentrated extracts of the fruits, flowers and spices they represent—*because* of their strength, which means they are the most economical—*because* their uniformity and evenness of grade is always the same.

Therefore, they are the safest and surest Extracts to sell your best friends—*the Ladies.* Whatever flavor you demand—we have it.

P.S.—We take this opportunity of extending to the trade in Canada our best wishes for a *Prosperous New Year.* Surely the prospects for a good year are very bright.

~~~~~

**HENRI JONAS & CO.**  
MONTREAL.



**his  
is  
the  
time**

when you are thinking more of pleasure than of profit and I am with you heart and soul. I'll make no attempt to-day to divert you from your purpose.

If you are a lover of good Cigars you will be smoking my "Pharaoh" and my "Pebble" on New Year's—so will your customers. Greeting to you for the Holidays!

J. Bruce Payne,  
Granby, Que.

CANADA'S LARGEST PICKLE FACTORY.

Holiday greetings to the trade generally from the manufacturers of



**"STERLING"  
BRAND**

Pickles, Jellies and Marmalades. We believe you will credit no little of the success of your trade to handling these reliable and popular goods.

**T. A. LYTLE & CO.**

124-128 Richmond St. West,

TORONTO



*Now You've  
Found It!*

*Tillson's Pan-Dried Rolled Oats.*

"Happy New Year to You."

THE TILLSON CO'Y, Limited, TILSONBURG, ONT.

*To the Retail Trade:*

*We take this opportunity of thanking our kind friends of the retail trade for their generous support during the year just closing, and to assure them that we shall in the future make every effort to deserve a continuance of their confidence and patronage.*

*We cordially wish one and all many happy and prosperous returns of the season.*



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

The most popular in Canada.



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

## Essence of Coffee

You want  
the best.

Order



**Rose & Laflamme**

Agents MONTREAL.

## Batty & Co.

ESTABLISHED 1894.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

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

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EVERY  
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THE

CIRCULATES  
IN EVERY  
PROVINCE

# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

VOL. XIV.

TORONTO AND MONTREAL, DECEMBER 28, 1900

NO. 52

## HOW TO SUCCEED IN BUSINESS.

SOME PERTINENT SUGGESTIONS FROM ONE WHO HAS SUCCEEDED.

**J**UST now, when prosperity is in everybody's mouth, and when hosts of new business enterprises are likely to be launched and hosts of old ones reorganized, it may be timely to consider the general subject of success in business.

Statisticians tell us that 98 per cent. of all persons who embark in business on their own account fail at one period or another in their lives.

Did it ever occur to the reader how great a loss to the whole community is involved in the large percentage of failures? asks J. E. S. in News-Tribune. It is suffered not alone in the great mass of bad debts, which after the failure occurs have to be borne by creditors, but every unprofitable business carried on at a loss, often a long time before the collapse comes, is a direct injury to every legitimate enterprise in the same line with which it comes into competition. It is an obvious wrong for one concern, which pays its employes regularly, and meets all its obligations honestly, to have to suffer the competition of another concern which is living on its creditors. Legitimately conducted business is unjustly assailed by rotten concerns, and every man who pays his debts indirectly has to bear a share of the losses entailed by those who do not pay.

The question arises, is failure in business avoidable? Would it be possible to reverse the figures and have but two per cent. of failures to 98 per cent. of successes? Would not the prosperity of the whole community be enhanced by such a condition? I be-

lieve all these may be answered in the affirmative.

How may it be done?

1. By the exercise of judgment in the choice of a field of business. The establishment of an art store or a jewelry store in a locality frequented only by a poor class of people one can readily see would be an act of folly. Such folly, only varying in degree, too often attends the establishment of a business enterprise. The question of adequacy of the field is not sufficiently considered. By choosing a comparatively unoccupied field capital is not wasted in driving another occupant from it. I think it is generally the safer and wiser policy to buy out a prior occupant than to waste capital and energy in driving him out. But, in any case, there must be a field adequate to the business expected to be done.

2. The scale of one's business must be adjusted both to the field and to the extent of his capital. The man who attempts to do a business which should command a capital of \$50,000 with only \$10,000 to work with, takes a great chance of making a failure of it. Nor must borrowing be relied upon. There should be sufficient capital in a business to create a condition of easiness, and where the capital is in excess of the needs it is an additional guarantee of success, provided the business is conducted with the same careful conservatism that it would be on a smaller capital. A successful business, I confidently assert, may be established on any amount of capital, no matter how limited, but the amount

of business undertaken must be proportioned according to it.

3. I believe it will be found to be true, as a rule, that the most successful businesses have been begun in a small way and have grown up, while the large percentage of failures have occurred in cases where it has been set out to create a large business from the outset. It is the order of nature for things to grow up, and not come into existence full fledged, and I believe the rule applies preeminently in the realm of business. Many a legitimate business may be started upon a \$500 capital, and may grow to become a great concern, but the projector must at the outset put himself in direct competition with rivals enjoying 20 times the capital, nor seek to grow too rapidly.

4. Do not borrow the capital to start upon, or any considerable portion of it. It is not safe. There are two important reasons for this: One is that the interest and repayment are a burden upon the business which it ought not to be subject to; the other is the fact that the sense of responsibility is much greater where a person is dealing absolutely with his own, and he is more likely to employ his means with wisdom and safety than where he is operating at another's risk.

5. Every business man should not only thoroughly understand bookkeeping, but should, to an extent, keep his own books. There is only one person in a concern who knows exactly all the time the true condition of the business, that is the bookkeeper. He may submit statements and trial balances and balance sheets to his principals, but in rare instances he can communicate by them that subtle knowledge which comes of daily and hourly familiarity with the accounts.



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.

The proprietor who does not keep his own books is always at a disadvantage, and he who does not understand the science is in absolute peril. I have no doubt that a very large share of the failures result from the ignorance of the true condition of one's business. The keeping of books is not an uninteresting occupation, especially where one has a personal interest in the results. I know a millionaire merchant who, until compelled by advancing age and infirmities to entrust the work to others, always kept his own ledger, his bookkeeper's work extending only to the journalizing and bill making. In large houses where this may be impracticable, a new system has come into vogue by which a secondary ledger is kept for the special use of the proprietor, in which the transactions are summed up in compact shape. If the entries in this could be made by the principal himself, the advantages of the system would be still increased.

6. Another frequent cause for business failure is indiscretion in giving credit. I imagine it is a very common thing for a man with a moderate capital to engage in the retail grocery business; in his zeal to gain business he gives credit to a host of irresponsible persons, and in the course of a few months discovers that his entire capital is absorbed in uncollectable accounts. Of course he has to give up, and another person comes in to repeat the experience. Wholesale houses do the same thing on a larger scale. For a small margin of profit they will risk the entire value of the goods sold. Every bankrupt house will be able to show you a long array of bad accounts, which, if they could have been collected, would have averted the failure.

And there is no use in catering to a dead-beat custom. Better far to keep the goods and lose the customer. A good plan is to have an understanding with the customer at the time of the sale as to when payment is to be made. A debtor will often pay at

a time he has promised to, where he would allow the debt to run indefinitely where there is no date of payment fixed. Then, too, if there is an agreement to pay at a certain time and default is made, there is no reasonable obligation to further increase the credit, and the merchant may get off with a small loss, where by a looser system it would be difficult to close the account, and a more serious loss would result.

If an absolutely cash business cannot be done, the next best thing is to have the terms of the sale distinctly understood. It is a common plan with the larger retail houses to render statements at the end of each month and expect payment on or before the tenth of the following month. Where customers are held rigidly to this rule, the losses by bad debts are probably very small, I have observed that the debtor always gives first attention to the payment of the bills of those who are most strict in insisting upon a prompt payment, and leaves to the last those bills rendered by easier, more careless or more good-natured dealers; and so, in case of inability to ultimately pay all, these easy ones have to suffer. It is never a cause for ill feeling on the part of an honest buyer that the seller insists upon the prompt payment for the goods sold. If one is disposed to resent it, he is just the customer that it will be profitable to lose.

Some people think that a great volume of business is a sign of success, and are tempted into risks which they ought not to take. A small, safe business is immeasurably preferable.

7. Another very important requisite to success is persistence, tenacity in sticking to a business through the to-be-expected period of discouragement. Too many persons embark in an enterprise, expend upon it a lot of intelligent thought, skill and industry, and then, when they see the returns are inadequate, throw it up or sell out at a sacrifice, forgetting that the efforts they have put into it are of the nature of capital, something essential to the enter-

prise, and which will one day bring returns. What we call the good-will of a business is simply the accumulation of all this brain and hand work not shown on the books, and often it is of even more value than the real money capital. Wherever an enterprise is abandoned, of course, all that has been done to advertise it, make friends and build up a trade is thrown away. It is really the same thing as throwing away cash, because if nursed and persistently stuck to it would in time have a cash value. Many a man, after a long period of discouragement, provided he has been working on correct lines, has suddenly found his business past the turning point, and as continuously prosperous as before it was the reverse. But this cannot be predicted upon a business improperly conducted, or where a false policy has been pursued.

A very important thing to be considered and built up is the good-will of a good class of customers. Poor customers there is nothing to be gained in cultivating. As Capt. E. B. Ward used to say: "Cultivate the best customers and let your rivals have the others." It is possible to establish such relations with one's customers that no persuasion or inducements will tempt them to leave you. Great care to furnish entirely satisfactory goods, prompt readiness to rectify any errors or make good any imperfections, and zeal to see that no one is overcharged will always inspire a confidence which becomes a valuable asset in business. I have known merchants to consider only how they can swell their bills, forgetting that while they for the moment made a profit they endanger the permanent loss of the customer. I once contracted with a dealer for a large quantity of carpets "made and laid." When the bills came in the thread, tacks and a lot of other things were charged extra. Of course it was my last transaction with that house.

The golden rule of business, and the one which in the long run is most profitable, is to aim at entire reciprocity of interest be-

## WHAT DO YOU WANT?

Please advise us by **Mail, Phone or Wire** direct as our travellers, "as usual," will be off the road the coming week.

To **old and new** customers, we extend hearty greetings at this season of the year.

**Lucas, Steele & Bristol, The Quick Shippers, Hamilton, Ontario**

*kindest Wishes to Our Patrons.*

*A Happy and Prosperous New Year.*

*This being the season for mutual congratulations, and a pleasant retrospect of the past year, it affords us very much pleasure to extend our kindest wishes to our many patrons (at this the ending of the 19th century) for the very liberal patronage shown to us, and we sincerely trust that a corresponding generosity has been accorded to your good selves, that such amicable business relations may be further developed during the ensuing year is the fervent wish of each member of our firm.*

*We also wish to assure our customers that our MOTTO: "The best goods that the markets afford," has met with universal approval, and, when our travellers call on you to display our samples, you can rest assured that these samples are the selections of the world's choicest productions.*

*Yours respectfully,*

**JAMES TURNER & CO., 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.**



## TO OUR NUMEROUS CUSTOMERS.

Thanking you for your liberal patronage in the past and hoping for a continuance of the same, we extend to all

**A Merry Xmas and a Happy New Year.**

Write, wire or phone us, at our expense, for immediate wants in Christmas goods. Prompt attention, quick shipment, low prices.

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

tween buyer and seller. In other words, it should be as much the interest of the buyer to buy as it is of the seller to sell. Where both are equally advantaged, a basis of solid, profitable and permanent business is created, most valuable to all concerned.

8. Lastly, it is important to everyone embarking in business to establish for himself a bank credit. The concern which keeps no bank account may be set down as doing business in a very slouchy way. Perhaps the firm will tell you "we never have money enough on hand to make it worth while opening an account." One would not be far wrong in hazarding the reply that "you never will have." Although the amounts handled may be small, and the balance never great, it is still better to deposit in a bank all the receipts and pay at least all the larger bills by checks. Besides the element of safety in having a bank in charge of one's funds, there is a constant stimulus to increase the balance on hand; and a credit, which at any time may be valuable, is being built up. The concern which deposits regularly and never overdraws its account will imperceptibly come to have a standing at its bank which will do it good service when from any cause bank accommodation is needed.

Then by all means establish confidential relations with your banker. Let him know,

of course in confidence, the exact condition of your business affairs. His advice may be valuable to you, and unless absolutely rotten, he will go a long way to help a customer through a pinch.

### SUBSTITUTION CAUSES SUSPICION

THE attempt by a dealer to sell his customer a substitute in place of the article the buyer calls for at once places that dealer under the ban of suspicion. The only reason why the buyer does not invariably realize the suspiciousness of substitution and promptly resent it, is probably because in many cases the money transaction involved is so small that it does not suggest the motive for fraud. Suppose a jeweler advertises a diamond at \$50. He places it in his window. A would-be buyer enters the store and asks for this particular diamond. But the jeweler says: "I can give you that diamond if you want, but here's another that's just as good as the one advertised." The buyer's suspicions would be aroused at once. He would insist on the stone in the window and he'd keep an eye on it to see it wasn't changed. But in the case of a 50c. transaction it is different. The buyer is offered as "just as good" as a widely-advertised article, although substitution is just as suspicious in a 50c. transaction as in one involving \$50.

Look at the question from another point of view. A sale of stock is advertised. There are horses with pedigrees and records to be sold. Farmer Brown attends the sale with the purpose of buying one of these good horses. But the seller says to him: "That horse you want is a good horse, of course, but I've got another here that is just as good which I'd like to sell you."

"Has he just as good a pedigree?"

"Well, no, he hasn't any pedigree to speak of."

"Has he any record?"

"Well, no, we never held a watch on him that I know of, but he's just as good as the horse you want."

Would Farmer Brown buy the "just as good" horse? The question answers itself. And yet, this same farmer will allow himself to be swindled time and again by accepting "just as good" articles in place of those called for. The article he called for has, so to speak, a pedigree and a record. It's a standard in the markets of the world. Yet, in place of this standard article, he will accept a substitute which nobody knows anything about—an untried, unproved article which has no record of value and no proof of origin.

Let the buyer who is offered a substitute bear in mind that substitution is suspicious, and that a substitute always carries the earmarks of a swindle.—Belleville Sun.



## FROST

may be injurious to  
INFERIOR CHEESE

But it has no effect whatever on a rich, fat cheese such as **IMPERIAL** or Goat Brand **ROQUEFORT**.

So, you can send in your orders whenever you like, and have no fear of the goods being affected by the frost.

**A. F. MacLaren Imperial Cheese Co., Limited, Toronto.**

# A PROSPEROUS NEW YEAR TO ALL

## ... FROM ...

# THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

### HINTS TO BUYERS.

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

**A** CAR of Sonoma California prunes, all sizes, from 40-50's to 90-100's is to hand with The Eby, Blain Co., Limited.

Lucas, Steele & Bristol are offering choice new medium scaled herrings.

Mr. E. D. Marceau calls the attention of the trade to his advertised stock of good teas.

All orders received by Lucas, Steele & Bristol are shipped same day.

A shipment of Lazenby's jellies and pickles has been passed into stock by The Eby, Blain Co., Limited.

Among the exports to the United States last week were 27,000 lb. of "Salada" Ceylon tea.

Elme figs and Malaga raisins are offered by The Eby, Blain Co., Limited, at specially reduced prices to clear.

### CATALOGUES, BOOKLETS, ETC.

A USEFUL CALENDAR.

Laporte, Martin & Cie are sending out a useful calendar to their many customers throughout the Dominion. The design

takes the form of a map of the world, which will be found quite handy for reference purposes by all those who are favored with a copy.

A HANDY REFERENCE ANNUAL.

The Dominion Brewery Co., of Toronto, are again sending out copies of their Reference Annual. This work is valuable as it contains in handy form authoritative information re various sporting events, records, as well as has ruled blanks to be used as a diary during 1901.

### WINNIPEG RETAILERS ORGANIZE.

In spite of the busy season a large number of retail merchants assembled in Rialto hall last evening to continue the work of perfecting their organization and to receive the reports of the canvassing committee. The list of those who have agreed to discontinue the use of stamps has been signed by about 300 business men and firms; in fact, it is practically a unanimous agreement, as the names of only three retailers in the city are not found thereon.

It was decided to advertise the list, and a committee was appointed to interview the daily papers regarding terms.

The old retail association, which has been almost defunct, was revived under the

name of "The Commercial Association of Winnipeg," and will embrace the various branches of retail trade. A committee was appointed to secure board rooms and to canvass for members. The membership fee was fixed at \$5 per annum, and all those present signed the roll when it was opened. The prospects of the association are considered bright and consensus of opinion of the members seemed to be that it would prove of material benefit to the trade.

The next meeting will be held in the same hall on the second Tuesday in January, when the officers will be elected and the by-laws adopted.—Winnipeg Free Press, December 19.

### WEIGHED TOO MUCH PAPER.

That the British weights and measures laws are not only stern in character but are strictly enforced is abundantly evidenced in a recent conviction in London. Joseph Darbey, grocer, Cradley Heath, was charged with unjust weighing. The evidence showed that an assistant weighed two paper bags when weighing sugar, and a fine of £2 19s. was imposed for this offence.

Table raisins; figs, in boxes and mats; genuine Grenoble and other kinds of nuts are in full supply with Lucas, Steele & Bristol.



## To Do a Good Business

You must have a good stock.  
Not necessarily a high-priced stock, but a stock of quality, that will show your customers good value for their money.  
A stock of this kind is made up of such well and favorably known articles as

### UPTON'S MARMALADE.

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

SELLING AGENTS.

# We Thank the Trade

throughout the  
Dominion for their gen-  
erous support during the  
past year, and extend to  
ALL our best wishes for  
a Happy and Prosperous  
New Year.

---

## Laporte, Martin & Cie.

St. Peter Street,

**MONTREAL.**



## A Twentieth Century Leader

BETTER THAN EVER.

— OUR —

# “Anchor” (Registered) Brand ---Japan Tea---

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

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS.

**TORONTO.**

### A TRAVELLERS' GREETINGS.

Editor CANADIAN GROCER,—A few lines from a drummer in the closing of this century. I am one of the last of the tribe on the road, homeward bound. And only a sailor or a soldier can love his home as the traveller does, the thought of the wife's welcome smile, the children's fond embrace and the cheerful fireside. Outside the storm may roar and whistle, but inside care and anxiety are forgotten, as dark night is left without and all is cheer and joy within, “at our ain fireside.” Of course, I am writing from the viewpoint of the married man.

But fate will not let us home to have our Xmas dinner in the midst of our families, as we are tied up in the Rockies and with three bridges washed away ahead of us. However, patience is bitter, but the fruit is sweet, but drummers as a class have lots of patience, and, if not blessed in that way, life is a miserable existence.

I highly appreciate your valuable paper, THE GROCER, and have always considered it my duty to ask every grocer to take it in British Columbia. Indeed, I consider any grocer, either wholesale or retail, who does not consult it to be lacking in true appreciation of its value.

Now, Mr. Editor, I do not write this to flatter you, or, as a Yankee drummer would say, to swell your head to fit your foot-bath tub. I will give you an instance of the value of your paper: A grocer in the Kootenay last year noted what you had repeatedly said about canned vegetables, and, instead of buying one car he bought two, with the result that he sold the extra car at a good margin. I will not go into the argument as to whether or not it is worse for them to buy more than they need. That is not my point. I also know of a transaction in currants at the first of the season where money was doubled through following out advices gotten by reading THE GROCER.

And I am sure the worth of the advertisements to your subscribers are valued.

I often wonder how it comes that so few commercial men write to THE GROCER, with the varied and large experience they have, but, I presume, knowing so much, they are as a full head of wheat, humbly bent over with the weight. They are, I doubt not, bashful and retiring in disposition, and unwilling to be forward or presuming, after the style of the aborigines of the plains, but they have their virtues—they don't forget to lift the stone out of a brother's way or give a bit of heartsome counsel when it is needed by the way.

“En passant” I might say this article is inspired by a piece you had taken from an American paper about the treatment of travellers by merchants that I thought just right, and I am sure other travellers must have noticed it, provided they read THE GROCER. I know merchants that are not called on by some on account of their insulting, boorish ways, which I think no traveller should tolerate. Others again have that peculiar bath-tub head and keep running away to make sure that a 5c. sale of peanuts is not lost, or something as ridiculous, in a really undignified manner, or perhaps disappear altogether like a rat in a hole. Well, such a man is the last man in your calls you will see.

For the moments fly on lightning's wings,  
And life's uncertain too;  
We've none to waste on foolish things,  
There's work enough to do.

This question, merchants vs. travellers, could be gone into ad infinitum.

You have a “Clerks' Corner” in THE GROCER. Perhaps a “Drummers' Corner” would not be out of place.

Congratulating you on the success of THE GROCER since its first venture and wishing you the compliments of the season.

HAMISH.

North Bend, B.C., December 21, 1900.

### A BUSINESS MEN'S LEAGUE.

Notice is given in the Official Gazette that application will be made to the Quebec Legislature by Henry Miles, importer; Fred W. Evans, insurance manager; Charles Chaput, merchant; James W. Knox, merchant; George E. Drummond, manufacturer, all of Montreal, for a bill to incorporate them and others under the name of the “Montreal Business Men's League,” with the following objects: To promote and develop tourists and sportsmen travel in Quebec Province; to encourage and facilitate the holding of conventions and other gatherings in the city of Montreal; to promote municipal improvements therein, more especially with regard to the cleanliness of streets and the embellishment of parks and squares, and other objects of a kindred character.

### WINNIPEG'S CHRISTMAS MARKET.

One of the show places of Winnipeg is the Christmas meat market. The delivery horses outside prepare one for the glories within, as they are all decorated with colored paper flowers and gay ribbons. Inside, the display is bewildering in variety, and you have a confused idea that the largest and fattest beeves in the whole world have been gathered to keep company with the largest and fattest sheep and pigs, the choicest turkeys, geese, chickens, ducks, pigeons, and what not. There are pyramids of snowy lard and piles of cauliflower, sucking pigs garlanded with flowers and mottoes of good cheer everywhere.

### JOHN B. QUILTY DEAD.

John B. Quilty, who carried on a provision business for over 20 years in Carleton, N.B., died at his home, St. George street, Carleton, N.B., on Sunday. Mr. Quilty, who was 72 years of age, had lived in Carleton for 50 years. He was originally a ship carpenter and later on took charge of machines in some of the west side mills, running them by contract. This occupation he followed until he gave it up to go into the provision business. He leaves a wife and seven children.

# Keep on the Right Side



of a woman and that woman will continue to trade with you, *naturally*. Do you try your level best to keep a woman interested in you and your store? The

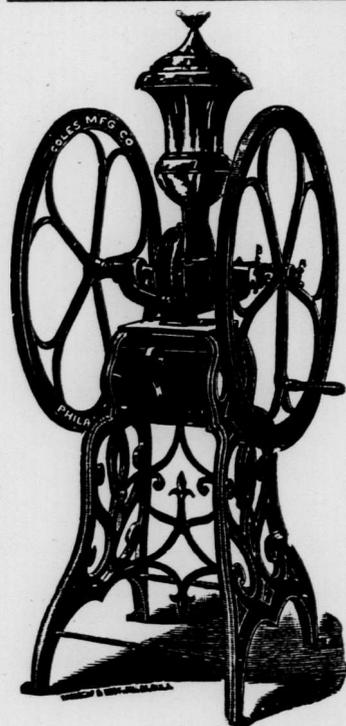
grocer who sells Windsor Salt (especially to a woman who has never used it before) surprises that woman with its purity, whiteness and freedom in the package—*it never cakes*.

And, too, Windsor Salt saves a woman time and patience, because it never varies from the one high standard that has made it famous—it is “the Salt of quality”—pure, white, crystalline.

The Windsor Salt Co., Limited,  
Windsor, Ont.

## Windsor Salt.

Leading Wholesalers Sell It.



## The Canadian Grocers Know

a good mill when it is presented to them. They have taken up the . . .

### COLES COFFEE MILL

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

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

**Coles Manufacturing Co.**  
PHILADELPHIA, PENN'A.

“I am more  
than satisfied”

## Hudson's Soap

**A FINE POWDER. IN PACKETS ONLY.**  
Will wash more clothes, and do more work in much less time than any other Soap.  
**SOAK YOUR CLOTHES**  
with **HUDSON'S**, and the Dirt will slip out with about half the usual labour.  
**R. S. HUDSON,**  
30 Front St., East,  
TORONTO

Used in all the “Happy Homes of England.”



President,  
JOHN BAYNE MacLEAN,  
Montreal.

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

**A "SUGGESTION BOX" FOR THE STORE.**

IN some of the large factories in the United States is kept a box into which the workmen are requested to place written suggestions regarding improvements in machinery, process of manufacture, or, in fact, anything appertaining to their employer's business. These boxes, which are under lock and key, are opened at stated periods, and for such suggestions as the management may deem worthy of adoption financial remuneration is given.

The idea is a good one. But why should it not be adopted in stores as well as in workshops, and particularly in stores where two or more clerks are employed?

There is no business in existence, magnificent and all as its management may be, that is not possible of being further improved, in some branches at anyrate.

There is no such thing as perfection in storekeeping. The law of evolution makes

it impossible. Again and again we are being reminded that what did fairly well yesterday is obsolete to-day. The world moves. So does business, and the merchant who does not recognize this will soon be out distanced by those who do.

A "suggestion box" would help the business to move. It would, first of all, excite the interest of the employes. Then would follow the birth of ideas on, for example, such subjects as window dressing, advertising, bookkeeping, soliciting business, goods that should be pushed because of their profitableness and how they can best be pushed, improvement in method of delivering goods to customers.

The "suggestion box" should be open to everyone about the premises, no matter what his position may be. And the beginning of the New Year will be found an opportune time to inaugurate the scheme.

**A CALL TO BUSINESS MEN.**

NOMINATIONS for the various municipal bodies take place throughout Ontario on Monday next. It is to be hoped that business men throughout the Province will make an effort to secure the nomination of men of business common-sense.

There is a decided need for such action on the part of business men.

The conduct of the affairs of a city, a town, a village or of a county demand the same qualities as are demanded for the management of a mercantile concern. But the trouble has been that in the past we have, as a rule, not applied to the management of our municipal institutions the principle that we apply to mercantile institutions.

Theoretically, nearly everyone for a long time has held firmly to the belief that men of practical business experience were more near the ideal for carrying on municipal government, but very few have put into practice what they believed in theory to be right. If it were not so, how is it that the ward-heeler type of man so largely predominates in so many municipal councils, and particularly in our larger cities?

By their fruits ye shall know them. And we do not believe that anyone will deny that the deplorable condition of the

municipal corporation of many places in Canada is largely due to the apathy of the men of business.

**A CASE IN POINT.**

NUMEROUS instances of the value of tourist travel have been given in the columns of THE CANADIAN GROCER. Another instance of this came within our observation a few days ago, and we hereby give it in the hope that it may further excite the business men in all parts of the country in this most important question.

As is well known, Muskoka is yearly growing in importance as a summer resort for tourists. Last year the Grand Trunk Railway carried about 30,000 tourists into that part of the country.

Many people who now every summer take up their residence there support princely houses, but it is safe to reckon that the amount of money spent during the summer would be at least \$15 per week by each tourist, or \$150,000 all told. As each tourist spends on an average eight weeks in Muskoka, this means a total for the season of at least \$1,200,000.

As the hotel accommodation in Muskoka is with few exceptions crude, it is obvious that that part of the country will become immensely more attractive to tourists when the desired accommodation is more ample than it is even now, and that is saying a great deal.

**TRY AGAIN.**

Because you cannot secure a certain man's trade by one method it by no means follows that you are designed never to get it.

It means, as likely as not, that some other method must be employed—some other line of strategy taken.

Gen. Buller, when attempting to relieve Ladysmith, only succeeded in his object after he had employed numerous methods of strategy.

Business, like an army, is advanced by strategy. And, "if at first you don't succeed, try, try again."

**ENTERING THE NEW YEAR.**

It is well to leave behind with the Old Year old and obsolete business methods and to enter the New Year with new and more utilitarian ones.

## STOCK-TAKING AND ITS NECESSITY.

**W**ITH the rush of the holiday season over most merchants are preparing to take stock.

At any time it is dangerous to neglect taking stock at least once a year, but in these days, when success in business is only attained by the employment of the very best methods, it is doubly necessary.

No man can properly carry on business who does not know just where he stands financially. He may manage to get along in a sort of way. But so may the mariner without finding his latitude and longitude. Both may "get along" for years without striking a rock, but there is no guarantee of such a thing.

He who through carelessness causes a fellow-being to lose his life is accounted, in the eyes of the law, a criminal. He who neglects to take stock is certainly guilty of great carelessness. And he certainly is not acting justly towards his creditors if he does not know himself the latitude and longitude of his business in a commercial sense.

So important is this question of stock-taking considered, that there are, in this country, men who are strongly of opinion that it should be made compulsory by legal enactment for every business man to make an inventory of his goods at least once a year.

But, aside altogether from the safety of the merchant himself and of his creditors, there is the further advantage of the utility of the inventory as a guide to future business.

Business is a series of experiments. Only by experiments can the merchant ascertain which are the better and the more profitable goods to handle; and it is only by the analysis of stock-taking that he can ascertain to a nicety the result of his experiments.

Every merchant carries over more or less goods from year to year. As a rule these goods are not worth what they were three months or 12 months ago. In exceptional cases the turn of the market may have made them so or even more so. But it is the rule and not the exception we are dealing with. And in making up his inventory the merchant must take into account the depreciation in the value of such goods. If

he does not, he is not taking a true inventory, and is deceiving himself as well as all concerned.

When a man with \$1,000 loses \$100 he does not claim to still possess the \$1,000. He readily recognizes that he has lost 10 per cent. of that amount.

When the merchant who is doing business on business principles is making an inventory of his goods he writes off what he deems to be a proper percentage of the value thereof. It may be that a year ago he wrote off 10 per cent. And it is quite possible that he may deem it necessary to repeat the operation. But business is business, and, though he knows it means a depreciation in his assets, he applies the pruning knife.

He does the same thing with his book debts, possibly marking as "doubtful" some that he last year accounted good. And something is likewise allowed for wear and tear of store fixtures and other business appurtenances.

## QUALITY IN POULTRY.

Notwithstanding the great development in mixed farming and the consequent increase in intelligent preparation of agricultural produce for market in Canada, there is still much room for improvement in the manner of preparing poultry for sale.

Every season brings the same complaint of poultry poorly fattened, if not altogether lean, and scalded instead of dry plucked.

It is safe to say that hundreds of turkeys which did not "look well" were sold last week at from 1 to 2c. per lb. less than they would have brought had they been dry-plucked and attractive in appearance. This season has been even more noticeable in the case of chickens. Last week while some chickens sold as high as 65 to 70c. per pair in Toronto, others, almost as big, but unattractive in appearance — scalded stock, were hard to sell at 30 to 35c. per pair.

The Canadian buyer has always a deep regard for price, but every year the question of quality is becoming more prominent. So, the merchant who can induce his customers to properly fatten and dress their poultry for market will find a speedy sale for his stock, and, as he receives it, he will

be enabled to pay the top price for all the poultry he adjudges of suitable quality.

## AN IMPORTANT AMENDMENT.

**O**NE of the banes of the enterprising manufacturer with original ideas as to packages, labels and trade marks is the persistency with which some of his competitors imitate him in one or more of these respects.

Several attempts have been made by the Dominion Parliament to protect manufacturers from unscrupulous competitors, but still the reprehensible practice has continued, although, perhaps, to a smaller extent. At the last session of the Dominion Parliament a further amendment was made to the Criminal Code with a view to making the law more effective. The amendment in full reads as follows:

Section 449. — By substituting the following therefor: "449. Everyone is guilty of an indictable offence who (a) without the consent of such other person wilfully defaces, conceals or removes the duly registered trade mark or name of another person upon any cask, keg, bottle, siphon, vessel, can, case, or other package with intent to defraud such other person, or unless such package has been purchased from such other person."

"(b) being a manufacturer, dealer or trader, or a bottler, without the written consent of such other person, trades or traffics in any bottle or siphon which has upon it the duly registered trade mark or name of another person, or fills such bottle or siphon with any beverage for the purpose of sale or traffic.

"2. The using by any manufacturer, dealer, or trader other than such other person of any bottle or siphon for the sale therein of any beverage, or the having upon it such trade mark or the name of another person, buying, selling or trafficking in any such bottle or siphon without such written permission of such other person, or the fact that any junk dealer has in his possession any such bottle or siphon having upon it such a trade mark or name without such written permission, shall be prima facie evidence that such use, buying, selling or trafficking or possession is unlawful within the meaning of this section."

## THE SELF-SEALER QUESTION.

A great deal of interest is still being taken in the question regarding better packages for self-sealers. The latest letter we have received regarding the question is from Graham Bros. & Co., Kinmount, Ont.

"We would like very much to see an improvement in the packing of self-sealers, as we have lost quite a lot by breakage. In one shipment one of the boxes was made of such poor material that it had burst and the jars were rolling around among other freight on the car floor."

The more this question is investigated the more evident is it that better packages must be provided.

**A WISE CHOICE FOR PRESIDENT.**

**T**HE St. John, N.B., Board of Trade showed good judgment in electing G. Wetmore Merritt to the presidency of that institution for the coming year. Mr. Merritt is not only a keen business man, but his interests are various and his connection so widespread that he should make a first-class president.

Mr. Merritt, who is a partner in the wholesale grocery firm of Merritt Bros. & Co., started his business life as a clerk with Turnbull & Co., wholesale grocers, St. John, in 1873. Eleven years later he was admitted into partnership, under the old style, which remained unchanged until 1893, when Mr. Turnbull retired from active business, and the present firm was formed, Mr. Turnbull continuing as a special partner till January 31, 1896.

In addition to his grocery business, Mr. Merritt is interested, to a large extent, in lumbering, gold and coal mining, and in the steamship carrying business. His investments in all these lines are reputed to be particularly successful.

In every way Mr. Merritt has proved himself deeply interested in the commercial development of St. John, most of his work in that respect being done through his connection with the board of trade of that city.

**T. EATON FINED.**

A fine of \$50 and costs was imposed upon The T. Eaton Co., Limited, for application of a false trade description in the advertisement of "quadruple plate" in December, 1898. The case is one in which a reserve case was granted, and the Divisional Court of the High Court of Justice presented their finding on the reserve case one day last week.

**THE NOVA SCOTIAN LOBSTER CATCH.**

**T**HE past season has been one of considerable anxiety to Nova Scotian lobster packers and dealers, according to The Halifax Chronicle. The price to fishermen has been high—too high for much profit to the packer, and higher, many dealers think, than a normal state of trade will allow. The men who catch the

lobsters, and there are some 5,000 engaged in this business in our Province, are the ones who make the most profit out of the industry. The packers pay the fishermen for each lobster caught, in most cases each on delivery. The competition among the packers has run this price up to the limit.

The scarcity of the lobsters on the other hand makes the business no more remunerative to the fisherman than it was a few years ago, when he was content to sell his catch for about one-third the price that now prevails. For some years there has been a gradual decline in the quantity of lobsters

this is handled by Halifax dealers. A number of new canneries were started this season, notwithstanding the generally accepted fact of the depletion of the fisheries. So long as a piece of coast can be found on which to erect another canning factory, someone will be found ready to make a fortune or sink one.

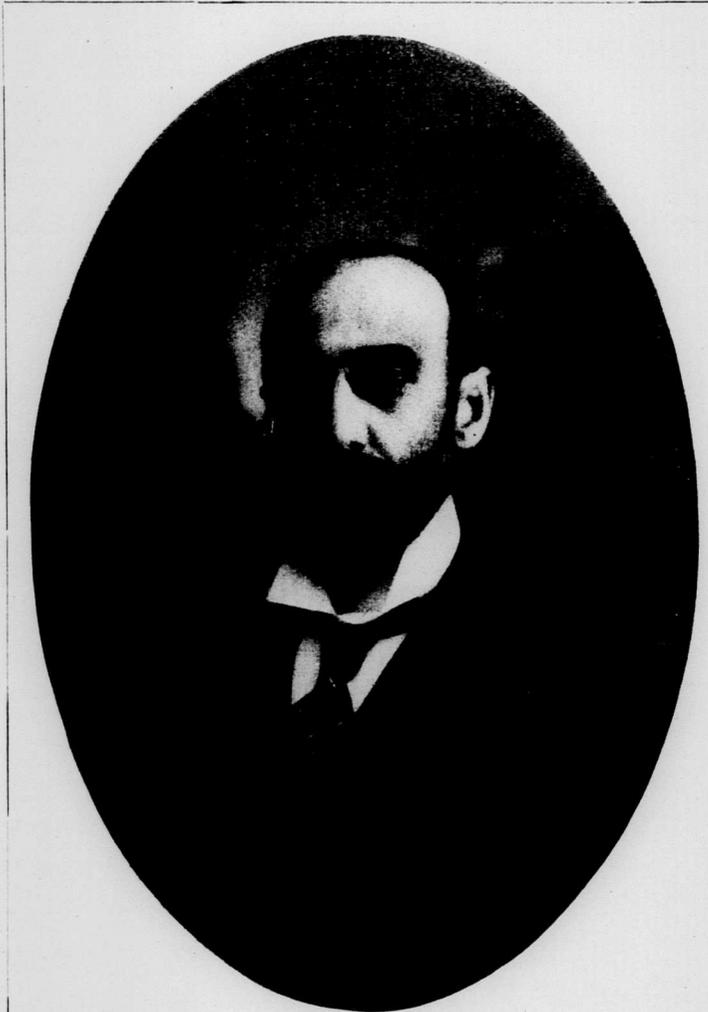
The shipments of live lobsters to the American market have been quite brisk, and to-day the value of these exceed the value of the canned article by over \$500,000. Yarmouth has become an important centre of the shipping trade of live lobsters. The chief market is Boston, which fixes the prices. The canned lobsters, on the other hand, are nearly all shipped to London and thence distributed over the whole continent.

The estimated shipment of live Nova Scotian lobsters is 326,313 cwt., valued at \$1,750,000.

The total lobster pack in the Province of Nova Scotia for the season of 1900 was worth about \$2,750,000.

One of the leading shippers of Halifax said the other day that rigid measures are needed to preserve this important industry from further depletion. Notwithstanding the heavy penalties, the close season is often invaded at many points with impunity. Under-sized and female lobsters are trapped in violation of the regulations, the packer being so anxious to get the crustaceans to keep his establishment employed that he seldom gives the guilty fishermen away.

On the southern coast the packers themselves have formed an association for the protection of the lobsters, and this movement will probably be imitated elsewhere.



G. WETMORE MERRITT.

caught, followed by a corresponding increase in price. This has gone on until the selling price of the product on the European market has advanced and the toothsome lobster has become a luxury to be found only upon the tables of the few. Dealers assert that any further increase of price is not to be expected, as to advance again the settling price would simply be killing the goose that lays the golden egg.

The year just closing compares favorably with 1899 in the quantity of lobsters taken. The pack has been at least 5,000,000 lb., worth probably \$1,000,000. The bulk of

**NEW RAILWAY FOR MANITOBA.**

In reply to a deputation, Premier Roblin of Manitoba promised to have a railway built from Brandon towards Virden, reaching the boundary of the Province, and to have it ready for operation in time to haul out next season's grain. He gave no distinct pledge that the line would be built by the Government, although there was a possibility of the Government moving in that direction, neither did he give an answer as to what points would be touched by this railway.

## Why Waste Words on Men of Sense ?

# "SALADA" CEYLON TEAS, BLACK and GREEN

are not an experiment on the market, but a pronounced and unqualified success—"THEY SELL THEMSELVES."

### NEED WE SAY MORE ?

Scaled Lead Packets only, preserving its Goodness.

Toronto. Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Newfoundland. Philadelphia.

## WOODEN PACKAGES

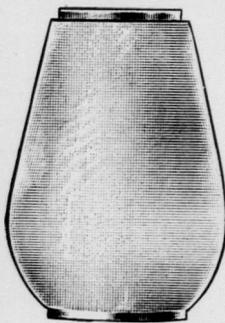
Suitable for Liquids in  
PAINTS, SYRUPS.  
PICKLES, OYSTERS, ETC.

Sizes 1, 2, 3 and 5 Gallons.  
Plain or finished wood.

Manufactured by  
The Wm. Cane & Sons Mfg. Co., Limited,  
Newmarket, Ont.

Sole Agents  
**Boeckh Bros. & Company,**  
TORONTO, ONT.

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

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

# VINEGAR

is an article upon which the grocer has a fair margin. Then why risk your customers' pickles, and your own trade, by selling goods other than the best? Every dealer acknowledges that **The Wilson, Lytle, Badgerow Co., Limited**, of Toronto, turn out the very best and purest vinegar made in Canada. So handle only their goods.

THE LONG EVENINGS OF WINTER ARE  
COMING—WHAT SORT OF LIGHT ARE YOU  
GOING TO USE ?

Greasy Candles, Smelly Oil Lamps,  
Poor Electricity or Flickering Gas ?

Isn't it about time to make  
a change and

GET more Light  
For . . .  
Less Money ?

Get 100 Candle  
Power  
for 50c. a month.

GET the Light of Eight Oil  
Lamps for the cost of Two.

GET AN **AUER GASOLINE LAMP.**

Your money back if you don't like it.

Write for Catalogue . . .

**AUER LIGHT CO.**

E. Simpson & Co., Moose Jaw,  
Agents for the Territories. 1682 NOTRE DAME ST. MONTREAL



# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

Toronto, December 27, 1900.

### GROCERIES

CHRISTMAS holiday trade has proven satisfactory. The amount of business done of a special Christmas nature has been rather larger than former years, though it was feared one time that the total volume of business would not be as large. This applies particularly to country trade. The city trade, while not proportionately as good as the country trade, has been rather better than was looked for. Now travellers, generally speaking, are off the road, and, as very little sorting trade is done by mail, there is a temporary lull. This is not only manifested in the amount of goods handled but in the condition of the market generally, as the week shows no important change in prices whatever, and the market conditions are almost the same as a week ago in most lines. Both currants and Valencia raisins show a slightly improved tone. Teas of good quality from India and Ceylon are strengthening, while, on the other hand, low-grade goods tend rather downwards. There is practically nothing doing in canned goods. There is little movement in nuts, though stocks are large, owing to the fact that shipments of walnuts and filberts arrived rather late for general delivery for Christmas.

### CANNED GOODS.

The market is practically in the same condition as a fortnight ago. Only a small demand, and that of a sorting nature, is reported. A good movement of canned fish is looked for in the next few weeks, but at the moment there is practically nothing doing. Salmon is steady at \$1.75 to \$1.85 for Fraser river sockeye, \$1.60 to \$1.65 for Northern fish, and \$1.25 to \$1.50 for cohoes. The ruling price for tomatoes is 80 to 85c. and for corn and peas, 75 to 80c.

### COFFEES.

There is a good demand for roasted coffees, and a fair movement in green

stock. While the price is steadier than last week the market does not yet seem to be possessed of much backbone.

### SYRUPS AND MOLLASSES.

There is a good movement in all molasses, but particularly in medium grades. Prices are still at a rather low basis. There is a small trade doing in syrups at steady prices.

### NUTS.

Owing to the late arrival of walnuts and filberts, much of this stock which was intended for the Christmas trade is still in wholesalers' hands, but as the market is firm outside it is not likely that the surplus will cause any decided break in the market.

### TEAS.

There is not a great deal of trade doing. The highest qualities of Indian and Ceylon teas are hard to buy, as they are scarce in all markets, but there is a surplus of cheap, low-grade stocks, and this class of goods is not much sought at the moment. Japan

See pages 27 and 28 for  
Toronto, Montreal, and St.  
John prices current.

teas are firm, though there is not a great deal of movement in them.

### FOREIGN DRIED FRUITS.

CURRANTS—The outside markets are showing more strength this week. Locally, the trade is practically over. The high prices so affected the demand that it is thought the trade done during the Christmas season was not near as large as a year ago. Prices are locally unchanged.

VALENCIA RAISINS—The London market has been relieved of a good portion of the damaged fruit offered there in recent weeks at low prices, this stock having been largely absorbed by shipments to Europe. The market is now firm for some goods, and just previous to the holiday there was an advance of 3s. per cwt. The prices now range from 31 to 48s. for fine to choice, with poor-conditioned goods at all figures from 20 to 30s.

PRUNES—The market is firm throughout, as a good healthy demand is expected to open in the next fortnight or so. There is quite a quantity of cheap French prunes arriving. There are also some exceptionally high-grade goods showing.

FIGS—The market is well cleaned up of figs in boxes, but there is still a good movement in tapnet figs. Prices are unchanged for all kinds.

### GREEN FRUITS.

The Christmas demand for all fruits, but particularly for oranges, cranberries and Malaga grapes, proved to be even more satisfactory than in past years. The city demand was not as brisk as usual, except until the last three or four days, when the rush was very great. Prices rule firm in all lines with the possible exception of Valencia oranges, which are 25c. lower for all sizes. The demand for bananas was better than it had been for some weeks, and prices are firm at unchanged quotations. There are no Spanish onions now offering. The demand for apples has been light, but it is expected that the next week or two will see this line moving briskly at present prices. There are practically no Cape Cod cranberries on the market, and Ontario berries are firm at \$6.50 to \$7 per barrel. Some P.E.I. stock is offering at \$2.50 to \$2.75 for 32-quart crates.

### COUNTRY PRODUCE.

EGGS—There are hardly any new-laid eggs offering, and from 25 to 30c. is freely paid for guaranteed stock. There is a fair trade doing in both held and pickled. Pickled are steady at 16 to 17c., but held range in value from 15 to 18c.

BEANS—There is a good movement, especially for hand-picked. Prices are steady at \$1.40 to \$1.45 for hand-picked and \$1.30 to \$1.35 for prime mediums.

HONEY—There is a fairly good demand, which, however, is expected to improve in the next week or two, though prices are not likely to show any change, as they are now at about the highest possible basis. We quote 10 to 11c. for extracted clover, and \$2.25 to \$2.75 for clover comb.

DRIED APPLES—The advances of last week, in both dried and evaporated, are well maintained. There is a small jobbing demand now at 5 to 5½c. for evaporated and 4 to 4½c. for dried.

POTATOES—There is a fair movement. Prices are unchanged. Cars on track, Toronto, are worth 33 to 34c. per bag, and small lots out of store are selling at 40 to 45c.

POULTRY—The Christmas poultry trade was not satisfactory. The weather was none too favorable, and much of the stock

arriving was shipped in poor condition. The result was that prices ruled much lower than was hoped for by the majority of shippers. A fair average of the prices which ruled was 7 to 8½c. for turkeys, 5½ to 6½c. for geese, 50 to 65c. per pair for ducks, and all the way from 25 to 65c. per pair for chickens. This large range in chickens was due to the large number of scalded stock arriving. The prices quoted above hold good this week, with a fair demand manifested.

#### BUTTER AND CHEESE.

**BUTTER**—Creamery butter is rather too plentiful, and prices show a downward tendency. Dairy is, on the other hand, rather finer. Prices are unchanged throughout however. We quote: Dairy prints, 19 to 20c.; tubs, 14 to 17c.; large rolls, 18½c.; creamery prints, 22 to 23c.; boxes, 20 to 22c.

**CHEESE**—There is a quiet, steady trade doing, and, as stocks are moderate here, there seems to be no inclination to change quotations. We quote 11c. for early and 11½c. for late makes. Twin cheese are steady at 12c.

#### FISH AND OYSTERS

The demand for oysters is somewhat better. Frozen fish also are in good demand, while there seems to be an opening up of the demand for prepared fish. We quote: Fresh fish—Codfish, 7 to 8c.; haddock, 6 to 7c.; red snappers, 11c.; British Columbian salmon, 14 to 17c. Frozen fish—Trout, 8c.; whitefish, 7½ to 8c.; perch, 4c.; pike, 6c.; Halifax herring (large), \$2.25 per 100. Smoked fish—Finnan haddies, 7½ to 8c. per lb.; herrings, 15c. per box; ciscoes, 50 to 65c. per 100; Digby herring, 75c. per bundle; Labrador herrings, \$3.50 per half-bbl. and \$5.50 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 5½ to 6c. per lb.; shredded cod, \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 4½c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

#### HIDES, SKINS AND WOOL.

**HIDES**—Prices throughout are firm but unchanged. We quote as follows: Cow-hides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steer hides are worth 1c. more. Cured hides are quoted at 8½c.

**SKINS**—There is no change. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.

culls, 20 to 25c. Sheep are selling at 90 to 95c.

**WOOL**—The market continues dull. We quote as follows: Combing fleece, 16 to 17c., and unwashed, 9½ to 10c.

#### GRAIN, FLOUR, BREAKFAST FOODS

**GRAIN**—There is a fair movement at outside points in both red and white wheat at 65c. on track. There is not much coming in on the local street market. Prices are unchanged as follows: Wheat, white and red, 67½c.; goose, 62c.; peas, 65c.; oats, new, 28 to 29c.; old, 32 to 34c.; barley, 40 to 44c.; rye, 52 to 54c.

**FLOUR**—There is not much doing and there will not likely be until the holidays are over. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.65 to \$3.75; straight roller, \$3.50 to \$3.65.

**BREAKFAST FOODS**—There is a lull in the demand, but prices are firm. We quote: Standard oatmeal and rolled oats, \$3.30 in bags, and \$3.40 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4; cornmeal, \$2.75.

#### SEEDS.

Though there is practically nothing doing, prices are nominally steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

#### MARKET NOTES.

Dairy butter is ½c. higher throughout.

Valencia oranges are 25c. cheaper throughout. Cape Cod cranberries are off the market, and some P.E.I. stock in 32-quart crates, is offered.

#### ANXIOUS TO PLEASE.

Customer—Are your eggs fresh?

Grocer (cautiously)—Well, sir, our eggs will make a ham—

Customer—I'm not after ham and eggs. I'm going to take in that show at the opera house and—

Grocer (quickly)—Exactly. As I was saying, these eggs will make a ham actor feel like a last year's bird's nest.—Philadelphia Press.

Repeat orders for Faust blend coffee are very satisfactory, reports H. P. Eckardt & Co.

H. P. Eckardt & Co. reports sales of Ludella tea for 1900 50 per cent. over last year.

H. P. Eckardt & Co. have just received a large line of Sultana raisins in boxes.

#### QUEBEC MARKETS.

Montreal, December 27, 1900.

#### GROCERIES.

**I**N wines and liquors trade has been very active during the last week or ten days, but in other lines the demand has not been equal to expectations; in fact, the inquiry has been so slow that some dealers holding large stocks of dried fruits and canned goods have been in the blues. It must be said to their credit, however, that they are holding prices remarkably well and it would appear at present that if they hold together and firmly refuse to sacrifice goods they will get their own out of their stocks. Of course, prices are high this year and it requires time to accustom the public to paying these high values, but, in the end, they will have the goods. Consumption of raisins and currants will certainly be curtailed, but it must be remembered that stocks in hand are very light. We hear that some retailers expect Valencia raisins to be reduced to 5c. per lb. Except for damaged fruit wholesalers do not intend to reduce prices to that level; they remember quite distinctly that Valencia raisins were worth 7½c. last summer and they are quite cognizant of the fact that holdings of good fruit are even now quite small. Canned goods are a little on the weak side, but there is no apparent reason why they should be reduced in price. Teas are in small inquiry and coffees are dull.

#### SUGAR.

The demand for sugar has been well maintained throughout the week, but the orders placed are for small lots only. The only turn in the market looked for is a drop, but the feeling seems to be fairly steady both here and in New York. However, we are now entering upon a quiet season and an easy tone may be imparted to the market. The present price is \$4.85 for granulated and \$4.05 to \$4.75 for yellows.

The increased factory estimates of the European beet crops and the advice from Java that after all the cane crops will be equal to last year's has had a depressing effect on the raw sugar markets. Even at the reduced price buyers in Europe are reported to be acting with great caution.

#### SYRUPS.

This is an uninteresting article at the present moment. There is not much business doing and prices are unchanged at 2½ to 3½c., according to quantity, for corn syrup.

#### MOLASSES.

The situation in molasses remains much the same as it was last week. There is little business doing and prices are firm.

Toronto Commission Houses.

## New Year's Fruit

Give us your order for Fruit and Nuts you require for New Year's trade. You will be well satisfied. Ask for quotations.

### McWilliam & Everist,

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

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

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

### D. GUNN, BROTHERS & CO.

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

## POULTRY, BUTTER, EGGS.

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

Consignments Solicited.  
Prompt Returns.

**Rutherford, Marshall & Co.**

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

The

## DAWSON Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets.

TORONTO

...EVERY...

## COMMISSION MERCHANT

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

Our quotations are 41c. in single puncheons and 40c. in car lots.

### CANNED GOODS.

There are those in the trade who are nervous about the canned goods market. We hear that some firms have deemed it advisable to cut into prices slightly in order to clear stocks. This action has been confined almost exclusively to inferior brands, but it seems to have affected the better articles in certain cases. Generally speaking, however, prices are unchanged, and the best houses are getting the high prices for good brands without much difficulty. Fruits have been in moderate inquiry this week. Raspberries are worth \$1.50 to \$1.75; cherries, \$2 to \$2.25; strawberries, \$1.75 to \$2.15; blueberries, 80 to 85c.; pears, \$1.50 to \$1.60 for 2's and \$2.35 for 3's; peaches, yellows, \$1.65 to \$1.85 for 2's and \$2.50 to \$2.75 for 3's; white, \$1.50 to \$1.70 for 2's and \$2.25 to \$2.50 for 3's. There is not much call for salmon being experienced this week. Fraser river red sockeye is quoted all the way from \$1.60 to \$1.75; flats, \$1.75 to \$1.85; spring, \$1.40 to \$1.50, and cohoes, \$1.15 to \$1.20. Vegetables are a little on the easy side. Tomatoes are quoted at 85 to 90c.; corn, 80c.; peas, 80c. to \$1.15, and beans, 82½c.

### SPICES.

Despatches from primary markets indicate a genuine improvement in pepper, cloves, pimento, and cassias. A stiffening of values is looked for in January. Locally, quotations show no change. We quote as follows: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 15 to 20c., according to grade; white, 25 to 27c.

### RICE.

There is still a scarcity of tapioca on the Montreal market. Medium is worth about 4½c. Rice remains the same as last week. We quote as follows: B. standard, \$3 to \$3.10; C. C. standard \$2.90 to \$3; Patnas, \$4.40 to \$4.75; Japans, imported, \$5.20 to \$5.50, and Carolina, \$9.50 to \$11.

### FOREIGN DRIED FRUITS.

CURRENTS—The amount of currants that has gone into consumption this year is not large. They are certainly a slow line. Fortunately, stocks are extremely small and prices will be maintained. Some houses are offering fruit at 10¼c., while 10½c. is being asked in certain cases. It is the general opinion that later on currants will be good stock.

SULTANA RAISINS—The tone of the market is weak in Sultana raisins, some stock having been offered at 9½c. A fair value would be 1c. higher.

VALENCIA RAISINS — Finest off stalk

The following Brands manufactured by

## The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD OHUM.

SEAL OF NORTH CAROLINA  
OLD GOLD

CIGARETTES

RIOHMOND STRAIGHT OUT.

SWEET CAPPORAL.

ATHLETE.

DERBY

Winnipeg Brokers.

### ENGLISH AND CANADIAN MANUFACTURERS

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

STEELE & TOMS,

Wholesale Commission Merchants and Brokers,

WINNIPEG, MAN.

### JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

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

## W. R. ROWAN

Manufacturers' Agent and Com-  
mission Merchant.

Correspondence Solicited.

OFFICE:

132 Princess St., Winnipeg, Man.

# STORAGE

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

## E. NICHOLSON

Wholesale Commission Merchant and  
Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

## THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St.,

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WINNIPEG, MAN.

BRANDON, MAN.

Winnipeg Advertising Agents.

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly  
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**The Roberts Advertising Agency,**  
WINNIPEG, CANADA.

**"CONDOR"  
TEA  
JAPAN**

**MAD.  
HUOT'S  
COFFEE**

**"NECTAR"  
TEA  
BLACK**

# THANKS TO YOU

The business I started a year ago, thanks to your support, has grown to be of a very fair size. I have, at all times, endeavoured to be worthy of the confidence you placed in me, and you may rest assured that I will do in the future as I have done in the past. Contracts made will be filled, no matter how the market goes, with goods of the exact quality—or better than sold. Those who favored me this year with orders for future delivery can well testify to this fact. The best values at the lowest prices you will receive from me.

The finest assortment and the highest grades of Teas, Coffees and Spices you will always find in my stock.

Direct importation, close buying, cash payments, a thorough knowledge of your wants, are some of the advantages I possess, and of them I want you to have the benefit—so, with my thanks for last year, I send you my best wishes for the next.

**AS A STARTER**

last year, I send you my best wishes for the next.

# AS A STARTER

- 62** Half-chests No. 33, fine early Japan Tea—beautiful leaf, extra liquor.  
3 lots each—15, 20, 27 half-chests, distinct brands, at 23½c.
- 55** Half-chests Nos. 6 and 7, fine early Japan Tea—beautiful leaf, extra liquor.  
2 lots each 30 and 25 half-chests, one brand, two numbers, at 23½c.
- 374** Half-chests No. 1, choice early Japan Tea—fine leaf, splendid liquor.  
4 lots each 51, 23, 150 and 150, distinct brands, at 21c.

**491**

Terms—3 per cent. off 30 days. These teas were bought early last July, and the same could not be had now to sell at any such prices. This is a bargain for you—don't miss it.

## FULL STOCK IN ALL LINES—

- 1905** Packages Japan Teas of all grades—siftings and nibbs.
- 618** China Green Teas—Gunpowders, Young Hysons—of all classes.
- 1998** China Green Teas—in stock and to arrive shortly—all districts, all varieties.
- 496** Indian and Ceylon Teas—all gardens, all qualities.
- 5017**

My Own Direct Importation

**550 Bags Green Coffees—Javas, Mochas, Ceylon Plantations, Santos and Maracaibo.**

Good round lots of Whole Spices of all sorts.

Specialty of high-grade goods.



# E. D. MARCEAU

Wholesale Teas, Coffees and Spices, = 296 St. Paul Street, MONTREAL.

THE CANADIAN GROCER

goods are being offered as low as 7c., but at this price only damp fruit is to be had. Retailers seem to be determined to hold off and force the market down, but wholesalers are determined to hold on for full prices for goods that will keep. It is likely that a small trade will be maintained in raisins from now on, and stocks will be lifted in the end without any approach to a rush. We quote: Finest off stalk, 8 to 8½c.; selected, 8½ to 9c., and layers, 9 to 9½c.

**CANDIED PEEL**—A fair demand has been experienced for peel this week. We quote new fruit: Lemon, finest, 9 to 9½c., drained, 10c.; orange, finest, 9½ to 10c., drained, 10½c.; citron 14c. finest and 15c. for dimbole drained.

**PRUNES**—Prunes are moving satisfactory at unchanged prices. Bosnia prunes are quoted at 5½ to 6c. French prunes, 100-110's in 50 lb. boxes, are selling at 3¼c., and in 28-lb. boxes at 4c. Californian prunes are worth 45c. per tin for 60-70's; 10½c. for 40-50's; 7c. for 60-70's; 6½c.; for 70-80's, and 5 to 5½c., for 90-100's.

**FIGS**—The demand is somewhat slower this week and a struggle is to be noticed between buyer and seller in this article too. Eleme table figs are quoted at 8½ to 9c. in 12 oz. boxes; 13 to 13½c. in 16 oz. boxes; 75c. in 8-lb. boxes, and \$1 in 10 lb. boxes. Tapnets are worth \$1.10 to \$1.15.

**MALAGA RAISINS**—Fair quantities are being sold this week but there is no great rush for goods. Stocks throughout the country are light.

#### NUTS.

The demand for nuts has been only fair this week. We quote: Sicily filberts, 11½ to 12c.; Jordan almonds, 37c.; Tarragona almonds, 14 to 15c. in bags; Grenoble walnuts, 12 to 12½c.; shelled walnuts, 26 to 27½c. for immediate delivery and 25 to 26c. to arrive; Valencia almonds, 35 to 36c.

#### TEAS.

Teas are not receiving much attention this week, but the tea market will probably develop some interesting features during the coming month. Japan teas are firm and it is becoming more clearly visible that the stocks in all hands in Canada are short. The United States has taken any large quantities that were held here. It is extremely difficult to find any new Japan teas on the market under 15c. and any that brought 12c. last year are worth fully 3c. more this year.

Young Hysons are quiet but firm, with firsts quoted at 18 to 20c., seconds, 13 to 14c. and thirds, 11 to 12. Foochows are in small inquiry at 12 to 13c. for fair, 13½ to 14c. for good and 15 to 16c. for superior.

#### COFFEES.

The coffee market is rather flat. Good Maracaibo can be had for 10c., and Cucuta for 12 to 12½c. All hands seem to be well supplied.

#### GREEN FRUITS.

The demand for oranges and lemons has been good during the week. Bananas are somewhat lower on account of plentiful arrivals. We quote as follows: Jamaica oranges, bbls., \$5 to \$5.50; Californian navels, \$3.50 to \$3.75; Messina lemons, 300's, \$2.25 to \$2.75; 360's, \$2 per box; bananas, firsts, \$2 to \$3 per bunch; winter apples, \$2.50 to \$3 per bbl.; cranberries, \$7.50 to \$9 per bbl.; Spanish onions, \$2.25 per case and 90c. per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vine-lands, \$4 to \$4.50 per bbl.; new figs, fancy, 15c.; choice, 10 to 12c. per lb. in 10 lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian pears, \$4.50 to \$5; Catawba grapes, 19 to 20c. per basket; pineapples, 15 to 25c.

#### PROVISIONS.

The market for hog products is firm all around, with a good trade passing in lard and smoked meats at very firm rates. There is a good inquiry for bacon and hams. Lard is steady. We quote: Canadian short cut mess pork, \$19.50 to \$20.00; short cut clear, \$18.50 to \$19.00; extra plate beef, per bbl., \$12.50 to \$13.00; hams, 11½ to 13½c., lard, pure Canadian, \$2.10 per pail; refined lard compound, \$1.70 per pail; Snow White and Globe compound, \$1.60 per pail; cottolene, 8½c. per lb. in tierces and 9½c. in pails.

#### FISH AND GAME.

The close of Advent, mild weather and Christmas week have all contributed to reduce orders for fish. There is no change in prices. We quote: Fresh fish—British Columbian salmon, 10 to 12c. per lb.; haddock, 4½ to 5c.; halibut, 12 to 15c.; dore or pickerel, 6 to 7c.; whitefish, 7 to 7½c.; pike, 5c.; dore, 6 to 6½c.; mackerel, 10c. per lb.; sea or striped bass, 9c.; smelts, 6c. Salt fish—British Columbian salmon, No. 1, \$13.50 per bbl.; Labrador salmon, \$13.50 per bbl.; green cod, No. 1, \$5.25 to \$5.50 per 200 lb.; small, \$3.75 to \$4 per 200 lb.; Loch Fyne herrings, \$1.10 per keg; Dutch herrings, 75 to 80c. per keg, No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 7 to 8c. per lb.; smoked herrings, 14 to 15c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.

A good trade has been done this week at somewhat lower values. We quote as

Toronto Fruit Merchants.

## Navel Oranges

Our "Gipsy Queen" Brand is a daisy. You should have them.

Special values in Evaporated Apricots and Peaches.

**CLEMES BROS.,**  
51 Front East, TORONTO.

## XMAS HOLLY.

**ORANGES**—Jamaicas, Valencia's, Navels, Mexicans, Floridas.

**LEMONS**—Fancy Messinas.

**NUTS**—All kinds.

**OYSTERS**—Best Brand.

**HUSBAND Bros. & Co.**

Telephone 54. 82 Colborne St., Toronto.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

**OKELL & MORRIS'**

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

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

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

Victoria B. C. Commission Merchants.

## PATTON & SONS

Wholesale Produce

and

Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

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

**W. S. Loggie Company,**  
CHATHAM, N.B. Limited

follows: Partridge, 65c. for firsts, per brace. Ducks—blue bills, 40c. per pair; red heads, \$1 per pair; black, 90c. per pair. Turkeys, 9 to 10c. per lb.; chickens, 8 to 9c.; fowl, 7 to 8c.; domestic duck, 9c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 20c. per pair; wild geese, \$1.00; deer, 6c. Shell oysters—Choice malpeccques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

**COUNTRY PRODUCE.**

**EGGS**—The egg market remains strong under small receipts, fresh-gathered western lots being worth 20c. Cold storage eggs are worth 14 to 17c., and pickled, 15 to 17c. The English market is still taking considerable quantities.

**BEANS**—The market remains steady at \$1.40 to \$1.45 for primes in small lots, and \$1.35 in larger lots.

**HONEY**—New honey is quiet and steady but scarce. White clover in comb is worth 14 to 15c., and white extracted, 10 to 10½c. Buckwheat honey in comb is 10 to 12½c., and extracted, 7 to 9c.

**POTATOES**—Ontario potatoes continue to sell in car lots at 42 to 45c. per bag, and in a jobbing way at 55 to 60c.

**FLOUR AND GRAIN.**

**FLOUR**—The flour market remains quiet, with the usual amount of business on local account. There has been a little more doing on country account. We quote: Manitoba spring wheat patents, \$4.25 to \$4.40; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.85 to \$4.10.

**GRAIN**—We quote: No. 1 spring wheat, 73 to 74c. afloat; peas, 69 to 70c.; rye, 54 to 55c.; No. 2 barley, 49c.; oats, 30c.; buckwheat, 51½c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

**OATMEAL**—The market is steady under a fairly good local demand. We quote: \$3.20 to \$3.25 per bbl. and \$1.55 to \$1.60 per bag.

**FEED**—A fair business is reported at unchanged prices. We quote: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$20 to \$24; Ontario bran in bulk, \$15.50 to 16, and shorts, \$17 to \$18 per ton.

**HAY**—Under continued light receipts the market is very firm with sales of carlots of No. 2, \$9 to \$9.50. Clover has sold at \$8.50. No. 1 is quoted at \$10 to \$11.

**CHEESE AND BUTTER.**

**CHEESE**—There continues to be a difference between buyer and seller. It may be some weeks yet before the amount of stock on the English market is definitely determined. If it is found that there is in-

The best advertisement of any brand of goods is in the satisfaction it gives.

That's why

# Clark's Pork and Beans

are so well advertised by consumers.

If you are looking for a popular line

buy **CLARK'S.**

**BAYLE'S**  
"HIGH  
GRADE  
FOODS"

- After Dinner Cheese
- Deville Cheese
- Salted Spanish Peanuts
- Tobasco Sauce
- Tobasco Pods in Vinegar
- Horse Radish Mustard
- Quaker Relish
- Mushroom Catsup
- Oyster Cocktail Catsup
- Game, Fish and Oyster Sauce
- Pandora Pickles
- Sliced Sweet Pickles
- Hot Stuff
- Etc., Etc., Etc.

**ROBERT GREIG & CO.**  
TORONTO.

# BOECKH'S

80 York St.

If you want reliable goods at right prices drop us a line or call at our sample room.

**STEP LADDERS**

Made of clear Norway Pine, and as light as is consistent with strength and durability.

**BUTTER BOWLS**

Maple, well finished, in sizes from 13 to 21 inches. Neatly crated ready for shipping.

**MATCHES**

Sulphur or Parlor. Put up in neat packages. Full count.

**WASHBOARDS**

The best variety to be found anywhere. All well made and of the latest design.

**CLOTHES PINS**

Put up in 4 and 6 doz. packages, or loose in cases. Full count, no waste.

**MOP STICKS**

All standard makes, including the Combination and Self Wringing lines.

**CHURNS**

Barrel, Cradle and Dash Churns. Our Ash Dash Churn is a winner, and the price is right.

**ROLLING PINS**

Solid, revolving and enamelled handles. Size 18 x 2½.

**SCOOPS**

In Granite, Nickel and Antique Finish. Any size you require.

## Boeckh Bros. & Company

TORONTO, ONT.

# S. H. EWING & SONS

— 96 King Street, MONTREAL

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

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

— SAMPLES AND PRICES ON APPLICATION —

sufficient on the British market to supply the demand then prices will go up here to the sellers' figures; if not they will come down to buyers'. Holders are asking 11 to 11¼c. for finest Septembers. Some trading has been done at lower figures.

**BUTTER**—The firm feeling in butter is fully maintained. Finest creamery is worth 22½ to 23c. and Western dairy, 19 to 20c.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., December 27, 1900.

**T**HE holiday trade has been large, and many years have passed since there has been better weather—not too cold, and enough snow for good going. The marketmen have had good business. Poultry of all kinds is bringing good figures, particularly turkeys and chickens. In game, our market is not a large one. There is little change.

**OIL**—In burning oil, values show no change. There is nothing of interest, shipments being but as usual at this season. In lubricating oils, dealers are beginning to look forward to spring business. Some contracts are being made, but, after the New Year, business will be quite general. Paint oils are weak, with the outlook for a low market before spring. In turpentine, little future business is being done. Candles hold at the lower price of last week. The cod oil season is about over. Prices have ruled very much higher than usual.

**SALT**—In Liverpool coarse salt, while there are regular arrivals, the quantity so far received is below that for last season. Very little, indeed, has landed for the West. The price is rather lower, but ruling quite firm. In fine salt, values are unchanged. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c.

each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

**CANNED GOODS**—There is quite an inquiry for domestic canned fish, particularly herring and haddies. The pack is very short; it is almost impossible to get the goods to fill orders. In sardines, the supply seems ample. Clams continue to grow in favor. Considering quality, they are cheap. Scallops have but a fair sale. They need to become better known. The sale in sardines is for oils. In vegetables, the new lines on the market, such as carrots and beats, are but light selling goods. In pineapple, the offering of Canadian has reduced the sale of American. Vegetables show no change. Strawberries and salmon are quite firm. Lobsters, since the high prices have ruled, have almost dropped from general trade.

**GREEN FRUITS**—There are still a great many poor apples offered, and prices are very low for good stock, the supply of which is quite limited. The market is firm at rather higher figures. Valencia oranges are quite plentiful and very nice stock for the season. In Jamaicas there is rather a larger stock than needed, so that values are rather easier. A few Javas are offered. In grapes, the market is in rather better shape, a fair business being reported. Cape Cod cranberries have gone out of sight. Very few Florida oranges are moving. Valencias tend rather easier. Lemons are of good quality and tend easier.

**DRIED FRUITS**—In raisins the market is weak and dull with stocks not large and business light. There seems lack of confidence in the market. Malaga layers seem in the best position. There is a good demand for seeded. Market has been much hurt by poor goods being placed on it. In loose muscatels prices have been badly cut. In prunes the market is well supplied; prices low and a fair trade doing. In evaporated peaches and apricots a good

trade is reported; good stock is scarce with prices firmer. There are, however, lots of apples; dried are low. Prunes are now being offered in 5 lb. tins. In dates there is a good sale, particularly package goods. Figs are rather dull. Peels are a light stock. Nuts, particularly almonds, are scarce; all lines except peanuts are quite high; there has been a good sale.

**PRODUCE**—In eggs, the holiday demand has made high prices, but the feeling is somewhat easier. There has been good business. Butter is still quite scarce, but rather less demand with quite a quantity coming in from the west. Prices show little change. In cheese there is a light business. Prices tend easier, but there is little change.

**SUGAR**—While there have been some signs of strength, sugar keeps very low. Granulated has the big business. Considerable foreign, some of which is nice sugar, is offered. Very little Montreal sugar is now seen here, owing to its higher price on this market.

**MOLASSES**—In this line values rule rather easier. Porto Rico has a good steady sale. Little Barbadoes or other West India goods here. In New Orleans very nice values are now shown. The market holds firm with a steady business doing. There is no syrup moving to speak of.

**FISH**—Little is doing except in one or two lines. Smelts from the north are in active demand at even figures. In finnan haddies, a large shipment is going forward at full figures. This, new business of late years, is growing very rapidly. Frozen herring are a thing of the past. The fishermen have killed the business by taking out the small fish, etc. Smoked herring are very scarce and high, and will rule so; pickled dull. In shad, the market is bare. A few mackerel are offered. Live lobsters are being very largely shipped from Yarmouth to Boston. We quote as follows: Large and medium dry cod \$3.25 to \$3.40; small, \$2.00 to \$2.25; pickled shad.

# THE DEMAND FOR JAPAN TEAS

during the year to which we are about to say adieu has been enormous, their sales for 1900 having by far surpassed any previous year in their history.

The tea-drinking public of Canada and the United States have learned to appreciate these teas in a practical manner, solely on account of their truly wonderful

**FLAVOR, AROMA, CLEANLINESS,  
HEALTHFULNESS, PURITY,**

which accounts for their notable superiority over all other teas.

If you would have a good healthy tea trade during

**1901**

see that your customers get

# JAPAN TEAS

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex,

Tel. Main 4142. MONTREAL, CANADA.

\$5.50 to \$6.00; haddies, 4½ to 5c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

**PROVISIONS**—There is a light business. The market is quite firm, particularly in lard. Considerable United States lard is seen, Many Canadian packers are not offering.

**FLOUR, FEED AND MEAL**—In flour, values show little change. Manitobas continue to rule higher in proportion to Ontarios, but show active sales. In cornmeal, values show no change. There is a steady business. Feed is not quite so active. In oats, full figures are asked, but business is not active. Oatmeal is quiet at rather firmer figures. Beans are higher and very firm. A fair stock is held. Few of our dealers were fortunate to get in at lowest prices. Blue peas scarce. We quote: Manitoba flour, \$4.90 to \$5.00; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.50 to \$3.65; cornmeal, \$2.20 to \$2.25; middlings \$20 to \$21; oats, 34 to 36c.; hand-picked beans, \$1.70 to \$1.75; prime, \$1.60 to \$1.65; yellow-eye beans, \$2.40 to \$2.50; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

Bowman & Angevine are offering prunes in 5 lb. tins.

Flaked figs are the new line in "Corona" package fruits. The Maritime Spice & Coffee Co. are selling them.

To all readers of THE GROCER the St. John correspondent extends most heartily the compliments of the season.

T. Collins & Co., who are the largest handlers of potatoes here, shipped a large consignment to the West Indies by the last steamer.

W. Henry Scovil & Co., one of the new wholesale firms handling light groceries here, who are selling "Corona" dates report that the demand is for package goods.

Mr. Wills, who has been representing Peek Bros. & Winch, has left them to go with Geo. Lightbound, Toronto, and has been succeeded by H. S. Wallace. Mr. Wallace also represents Batty & Co., of England, and C. H. Fletcher, Sherbrooke, Quebec.

J. G. Hindson, general merchant, Rapid City, Man., intends moving into new premises shortly.

MANITOBA MARKETS.

Winnipeg, December 22, 1900.

**W**HOLESAL business is very quiet to-day. The bad condition of the roads prevents farmers from getting into the country towns, and the demand from country stores is small in proportion. The city trade has also been lighter than usual. The shortest day of the year witnessed the unusual phenomenon of a heavy rain that for a time checked the activity of Christmas buying. To-day is colder but still very mild and the last vestige of the snow has disappeared from the city streets. The Christmas retail trade of Winnipeg shows some peculiar features: The jewelers and silversmiths declare they have never had better trade; the grocers as a whole pronounce business distinctly inferior to former years; the butchers say they have done the best trade in their history, and the drygoodsmen are all complaining. It is somewhat difficult to average this state of things. In staple groceries there have been no changes in price of any kind for the week nor are there likely to be until the turn of the New Year.

**PRODUCE**—Cured meats have been steady all week, with a fair trade and prices firm and unchanged.

**FLOUR**—The market has been more active this week, but prices are unchanged.

**BUTTER**—Is coming in in large quantities, and jobbers are asking 19 to 20c. for the best grades, but the amount of really first-class fresh dairy or separator-made bricks is small.

**EGGS**—Are very scarce, and fresh-laid eggs are unattainable, even at the fancy price of 50c. per doz.

**GREEN FRUITS**—This has been one of the most active markets of the week, and the shipments per heated cars last Tuesday were enormous. Among the specialties for the Christmas trade were Florida pines at \$3.50 per doz.; tangerines at \$4.75 per ½-box; Kid Glove oranges at \$1 for the 6 doz. box; Catawba grapes at 35c. the 3-lb. basket; tomatoes at \$3.25 the 4 basket crate; cucumbers at \$2.50 per doz.; lettuce at 50c. per doz.; Californian celery at 50c. per doz., and winter Nellis pears at \$4 per box. Apples have remained without change for the week, but the market is firmer.

**NUTS**—All classes of nuts have met with ready sale. Italian chestnuts were on the market for a few days, and sold for 17c. per lb.

The demand for holly has also been good. It is sold by the lb. at 17c.

Mr. Robert Creig, of Toronto, was in Montreal last week looking up the trade. He reports business good.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

Warren Bros. & Co.

Wholesale  
Grocers

Toronto.

MALLAWALLA  
TEA

"The"  
50 cent

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

Wholesale price, 35 cents—30 days.

F. R. PAGET & CO.,

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

Shredded Whole  
Wheat Biscuit

For sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.





CEYLON AND INDIAN  
**TEAS**

**Green and Black.**

---

The Teas of Canada.

---

Greens can now be had in packets  
from \_\_\_\_\_

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

In Chests and Half-Chests  
from all

**WHOLESALE HOUSES.**

**TRADE CHAT.**

**P**ROMINENT among the attractive Main street window displays at the holiday season is that made by D. W. McLean, the Main street grocer. One large window is given up to a pretty South-African scene, in which a wounded Canadian soldier, in khaki, is being served with a tempting cup of cocoa by a Red Cross society nurse.—Winnipeg Free Press.

The machinery for a condensed milk factory is being installed at Mission Junction, B.C. The concern will be managed by Mr. Thomas, who at one time conducted a similar factory at Truro, Nova Scotia.

Richard Palmer, salesman for White & Co., Toronto, who intends taking a trip around the world, was presented with a handsome travelling case by his employers and fellow-employees on Thursday, December 20.

The Trade and Labor Council of Kingston, Ont., have endorsed the grocers in their stand for early closing. The unions will do all they can to aid those grocers who close their stores early and give the clerks a few hours' rest.

A Richibucto, N. B., despatch says: "The smelt fishing business is rushing this week. The Kent Northern Railway took out three cars of fish on Monday, three cars on Tuesday, and two cars to-day. The weather is very favorable for both the fishermen and buyers."

Secretary Knowles, of the Wentworth Fair Board, and W. E. Stock, Thos. Morden, James McCormack, David Patterson, Capt. J. J. Grafton, L. P. Spittal and W. H. Brookline have been appointed to secure information as to location, capital required, etc., for a canning factory, which it is proposed to start there.

A London, Eng., grocer gave this reason to a customer horrified at the rising prices of currants: "You see, mum, the army in marching across the Transvaal has burnt thousands of currant bushes because the Boers used always to hide in them. It's very hard on Christmas puddings, but we must be patriotic."

A stranger succeeded in passing a worthless cheque for \$5 on Brown Bros., who keep a grocery store at 266 Dundas street, Toronto, Monday afternoon. The cheque was signed "R. C. Struthers & Co." and made payable to "Robert Struthers," and was given in payment for a turkey, which the stranger ordered to be sent to Mr. Struthers' house. Brown Bros. will get the turkey, but prospects for recovering the change, some \$3.75, are slim.

**"Daisy Fruit"**

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

**THE HOME CAKE CO**  
GUELPH, ONT.

**Cooney's Blue.**  
in SQUARES or BAGS.

**Brightest, Bluest and Best.**

When you sell this Blue you sell the best there is on the market, but not the highest priced.

Made in Dublin by  
**Cooney Manufacturing Co., Limited.**  
Send a trial order to  
**WM. H. DUNN, St. Paul Street, Montreal**  
Agent for Canada.

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

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

**ARTICLES FOR SALE.**

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

**CASH REGISTERS WANTED.**

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

**AGENCIES WANTED.**

**A GENTLEMAN** going to England the end of January wishes to correspond with firms desirous of being represented in the Old Country. Best references. Address in first instance to box 36, THE CANADIAN GROCER, Toronto. (52)

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

The Imperial Oil Co. propose establishing an oil depot at Fredericton, N.B.

**IN STOCK, EXCELLENT QUALITY.**

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

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

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



**Fastidiousness** is necessary in food products. In Baking Sodas, your fastidious customers will be sure to appreciate a pure, clean, well-packed article like DWIGHT'S COW BRAND SODA.  
John Dwight & Co., Toronto and Montreal.  
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q. St. John's, Nfld.

**PARAFFINE WAX "IN ONE POUND FOR CAKES" HOUSEHOLD**  
USE, WASHING CLOTHES, IRONING, SEALING CANNED FRUIT, etc  
**QUEEN CITY OIL COMPANY, Limited**  
SAMUEL ROGERS, President. TORONTO, ONT.

HIGHEST AWARDS and PRIZE MEDALS at EXHIBITIONS.  
Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND



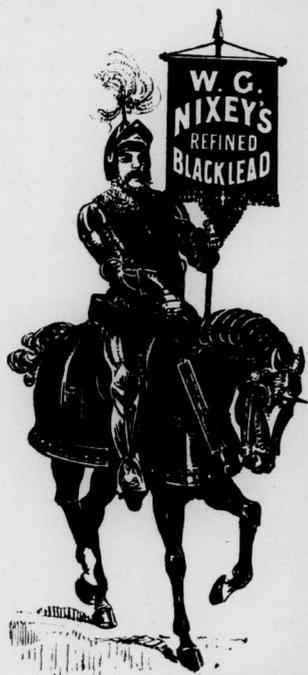
H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY

# NIXEY'S

## REFINED

# BLACK LEAD



The Richest, Deep Lasting, Most Economical and Profitable Black Lead in Existence. Sold in 1d., 2d., 4d., and 1s. sizes.

Insist on having the Original Block Black Lead, and still the best.



For **SNOW**  
White **LINEN**  
ALWAYS BUY

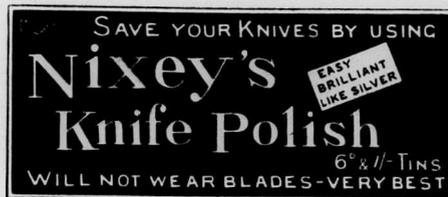
# NIXEY'S

# BLUE

In Bags, Ready for use.  
In 1-oz. Squares.  
In Pepper Boxes



In 2, 5 and 10-cent Blocks.  
Sells freely.



Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel  
**BERLIN BLACK.**  
Dries dead in a few minutes.  
No Smell.  
6d., 9d., 1/-, 1/6 and 2/- bottles.  
NIXEY'S Fine Black Varnish.  
**GLOSSY BLACK.**  
In 6d. and 1/- bottles.

NIXEY'S "CERVUS" CYCLE CHAIN LUBRICANT IN 6d. TUBES. ENORMOUS DEMAND.

All kinds of Round, Square, Block and Powder Leads. Apply for Revised Price List and Advertising Novelties, Show Cards, etc., to

**W. G. NIXEY, 12 Soho Square, London, Eng.**

# Ogilvie's Hungarian

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# Ogilvie's Glenora....

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

Superior Quality  
Always Good

## EMBARRASSMENT OR FAILURE?

By Hugo Kanzler.

IT seems to have become the custom of late to divide smashups into higher and lower classes, both of them having formerly been termed failures. But a marked distinction is now being made in the application of this term, depending largely upon the circumstances necessary to gloss over the true facts, or those not intended for publication. In the former case, the word "failure" is regarded as a harsh epithet, and the milder word "embarrassment" is substituted; while, if a small merchant meets with reverses, his misfortune is unfeelingly denominated a "failure," and he is not held in the same kind regard by the commercial community as in the other case. Of course, in order to justify the term "embarrassment" and administer the necessary sedatives to the creditors, delays are resorted to that are a mere mockery to the business world, more particularly so if the "embarrassed" firm has enjoyed unlimited credit for a number of years; and such artful pretexts are employed as "Books not posted," "Accounts to be investigated," "Expert bookkeepers to be employed," etc., in order to gain time to formulate plans while the storm is blowing over—to eventually induce creditors to accept a settlement satisfactory to the friends of the debtor.

The appointment of a receiver is unquestionably a most favorable modus operandi,

as only in case of unreasonable delay on his part can the machinery of the courts be put into operation; and while the courts are ready to have their officers act promptly in administering the affairs of the defunct firm, it is nevertheless, with great hesitancy that the same rigid rule is adopted as to the receiver as under the assignment law or bankruptcy.

In the usual and ordinary course of business, the members of a firm look forward to the monthly trial balance on the first day of every month or shortly thereafter, and from this and the proper books kept by the confidential clerk a firm is well able to ascertain its true condition without having recourse to experts to do the work of commonsense bookkeepers.

Every firm or corporation, large or small, should see to it that a trial balance is handed down shortly after the close of the previous month; and it must now be regarded as a lax method of doing business if such statement is not rendered within at least ten days after the proper time. It seems incredible that any large mercantile concern at the present day should not know its true condition at least once every 30 days, more particularly so when the omission on the part of the small dealers to keep proper books is severely criticized in case of failure. And no substantial reason can be assigned why the same complaint ought not justly be made against the rich man's failure.

## THE GROCER IN MANY TONGUES.

NO branch of the trade enters so early and intimately into the everyday life of the ordinary mortal as the grocer's, so much so that if you were to take an average on the question you would find that the larger proportion would remember the grocery as their first acquaintance of any shop.

Our own memory first pictures the cross road store in the pine woods district of Louisiana, then the tidy epicerie of New Orleans, and later on, in the early fifties, the Dutch Corner Grocery, which is still standing, corner of Harrison and Greenwich streets, New York City, crowded in every available space with its queer and foreign-looking packages.

Ah! the wonders to our appreciative eyes of the many things offered for sale in these shops and the herby fragrant odors of the Dutch grocery are delightful memories not to be lightly brushed aside.

Our first employment was with a wholesale grocer, Hoppock Glen & Co., New York, where we relearned our geography in noting the products from far-off countries and studying them up, until even the haughty leading salesman would ask information regarding the home or growth of some article in dispute.

No matter where you go the retail grocery business is the same old grind and the

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



## Boston Laundry Starch...

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

SOLD BY

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

## Hams and Bacon For Christmas Trade.

The demand for choice supplies will be more exacting during the holiday season than at any other time of the year. Your customer wants the very finest provisions for her Christmas feast, and you must have them in stock to supply her.

There is no finer Bacon made than Fearman's English Breakfast Bacon, and our "Star Brand" Hams are equally as good—**order them now.**

Also the best English Mince Meat. Stilton Cheese, both English and Canadian, Goudas, Edams and Gilt-edge Cheddars. We shall be pleased to hear from you in time for Christmas trade.

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

## Your Christmas Stock

IS NOT COMPLETE UNLESS YOU  
HAVE A FULL LINE OF

REGISTERED  
*Bow Park*  
BRANDS

### Pickles and Relishes.

Ask your Wholesale Grocer or write direct.

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

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



GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.

grocer works long, trusts much and shows a smaller balance of earnings at the end of the year than any other trade.

The following list gives our friend the grocer as he is named in other lands :

|           |                  |                   |
|-----------|------------------|-------------------|
| English   | Grocer           | Grocery           |
| French    | Epicier          | Epicerie          |
| Spanish   | Esuciero         | Especeria         |
| Italian   | Brogliere        | Drogheria         |
| Russian   | Pro-o-cep        | Pro-o-cep         |
| Hebrew    | Gnis             | Ghahene           |
| Dutch     | Kruidenter       | Kruidenterswinkel |
| Norwegian | Kolonial Handler | Kolonial          |
| Danish    | Kruident         | Vaakmid           |
| Swedish   | Krydd Kramare    | Kryddood          |
| Welsh     | Perlysiarr       | Perlysiarr        |
| Burmian   | Kupee            | Kupee Kiam        |
| Polish    | Korzennik        | Korzenic          |
| Austrian  | Greisler         | Greislerei        |
| German    | Spezerei Handler | Spezerei Laden    |
|           | "Kramer          | Kramerei          |

\*Small grocer. Localism.

With us in America the word grocer is used to cover the entire trade, while in England and the continent the business is divided under many heads as grocer and tea dealer, greengrocer, grocer and provisioner, etc.—Robert Mitchell Floyd, in Trade Press List.

### BUTTER AND MARGARIN IN BELGIUM.

THE following regulations re the butter and margarin trade of Belgium were, according to a recent report of United States Consul Roosevelt of Brussels, to go into effect on January 1, 1901 :

The butter and margarin trade is subjected to the following stipulations, independent of those of articles 454 457, 498, 500 503, and 561, 2 and 3, of the criminal code relative to adding to articles of food matters of a nature gravely prejudicial to health ; to disguised, falsified, tainted, or spoiled food, those of the law of May 4, 1900, as well as those of the royal decrees relative to utensils, vessels, etc., used in the industry and trade of alimentary matter, and to coloring matters :

Article 1. Margarin destined for sale must be thoroughly mixed, during the operation of churning, with at least 50 parts of sesame oil and one part of potato starch freed of water for 1,000 parts in weight of the fats and oil employed in its manufacture.

Art. 2. Margarin coming from manufactories or warehouses of wholesale dealers shall be shipped or delivered in receptacles encircled by a band of from 5 to 10 centimeters (2 to 4 inches) in width and of a bright red color. These receptacles shall bear on all sides the inscription "Margarin," marked in black, indelible letters on a white background of at least 2 centimeters (0.7874 inches) wide, and free from any other inscription. If the sides are formed by a single curved surface, the inscription "Margarin" shall be repeated four times, so as to be visible in any position that the receptacle may be placed. The receptacles

shall also bear the name or firm name and address of the manufacturer or dealer.

Art. 3. There shall be understood by abnormal butters in the interpretation of Article 10 of the law of May 4, 1900, those that cannot with certainty be declared falsified, tainted or spoiled, but that present at least two of the following characteristics :

Indication of refraction (Abbe Zeiss) 40 deg. C. superior to 46 deg.

A critical temperature of solution in alcohol at 99.1 deg. G. L. superior to 59 deg. C.

A density at 100 deg. inferior to 0.864. Indications of volatile fat acids (Meissl) inferior to 25.

Continuity of fixed fat acids (Hegner) superior to 89 5 per cent.

An indication of saponification (Kottstorfer) inferior to 221.

These butters cannot be sold or exposed for sale in stores, shops or elsewhere.

Art. 4. All dealers in margarin are forbidden to employ on packings, bills, signs, or on any commercial documents intended to designate their industry or their products, the words "milk," "butter," "cream," or the derivatives of these words, or woodcuts or engravings significant of the milk or butter industry.

Art. 5. Butter containing more than 18 per cent. of matter (water, lactose, casein) other than fatty coloring, or salt substance, cannot be sold, exposed for sale, kept, or transported for sale or for delivery without a label bearing, printed in distinct type, the words "Beurrelaitaux" (milk butter).

Art. 6. Are declared injurious by application of article 561, 2, of the criminal

code, modified by article 5 of the law of August 4, 1890 :

(1) Butter and margarin manufactured from milk the sale of which is prohibited.

(2) Butter or margarin to which anti-septics or glycerin may have been added.

Are prohibited, the sale, delivery, or exposition for sale of these commodities as well as of margarin which has not been prepared as food by means of fat, or manufactured or imported according to the regulations relative to the meat trade.

Art. 7. Violation of stipulations of articles 1, 2 and 3 of the present decree will be punished by penalties provided for by the law of May 4, 1900 ; violation of articles 4, 5 and 6, by penalties established by the criminal code.

Art. 8. The royal decree of March 11, 1895, relative to the butter and margarin trade is revoked.

Art. 9. Our Minister of Agriculture is instructed with the execution of the present decree, which will enter into force, as well as the law of May 4, 1900, on January 1, 1901.

### WHOLESALE GROCERS ELECT OFFICERS.

The annual general meeting of the Montreal Wholesale Grocers' Association of the Board of Trade was held on Friday last. The president's report of the business transacted during the past year was read and adopted. The election of officers for the ensuing year resulted as follows : President, S. J. Carter ; vice-president, Albert Hebert ; treasurer, D. L. Lockerby ; directors, L. E. Geoffrion, D. C. Brosseau and Jos. E. Quintal.

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

# EMPIRE

## SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.  
LIMITED  
MONTREAL, QUE.

# GILLETT'S CREAM TARTAR

Highest Strength  
and Absolutely Pure.

Costs no more than the poor  
adulterated kind and will  
please your trade much better.

GILLETT'S CHEMICAL WORKS

London, Toronto, Chicago,  
Eng. Ont. Ill.

## WHY IT SELLS

**PRATTS FOOD** sells in the Fall and Winter because it makes hens lay early and continue laying regularly throughout the cold Winter months.

It helps cows during the changeable weather from Summer to Winter. It increases the milk during the cold weather and produces more butter.

It helps horses during the Fall and Winter weather; the hard tough pulling during the snowy season is not felt by them when Pratts Food is fed constantly.

## YOU CAN MAKE MONEY

by telling this to all your patrons.

Pratts Poultry Food \$4.80 per case, sells for \$7.20  
Pratts Animal Regulator, \$4.80 per case, sells for \$7.20

**ROBERT GREIG & CO.**  
TORONTO.

Most  
Excellent  
Coffee



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

Trial Order Solicited.

ORDER NOW FOR XMAS.

## XMAS FRUITS, NUTS, ETC.

Special attention to prompt shipments. Stocks complete. Three cars California Navels and three cars Valencia Oranges for Holiday trade. There is no danger of us being out at the last minute. Write at once for Price List.

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

*Neilson's*

GENUINE  
HOME-MADE

## Mince Meat

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

Put up in 12-lb. Pails

" " 27-lb. Pails

" " 65-lb. Tubs

" " 2 and 5 lb. Tins when requested.

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

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





# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE

Cases of 2 Dozen.  
5-Case Lots and over \$3.20 Per Dozen.  
Less Quantity, 3.30 "

## GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.  
5-Dozen Lots and over \$1.40 Per Dozen.  
Less Quantity 1.50 "

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

### SOAP



A. F. TIPPET & CO.,  
AGENTS  
Maypole Soap, colors  
\$10.20, black,  
Maypole Soap, black,  
per gross, \$15.30,  
Ortolo Soap, per gross,  
\$10.20

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



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

### STARCH

EDWARDSBURG STARCH CO., LTD.

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

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

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

KINGSFORD'S OSWEGO STARCH.



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

PURE—40-lb. boxes 1-lb. pack..... 0 07  
" 48-lb. " 16 3-lb. boxes.. 0 07  
For puddings, oustards, etc.  
OSWEGO } 40-lb. boxes, 1-lb.  
CORN STARCH } packages..... 07½  
ONTARIO } 48-lb. to 45-lb. boxes,  
STARCH } 6 bundles ..... 0 06  
STARCH IN } Silver Gloss..... 0 07½  
BARRELS } Pure ..... 0 06½  
BEE STARCH.  
Cases, 64 pkgs. 48's ..... \$5.00  
½ Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.



Cases, each 60-lb. .... 0 35  
" " 60 ½-lb. .... 0 35  
" " 80 1-lb. .... 0 35  
" " 120 ½-lb. .... 0 36

### TEAS.



SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's ..... 0 80 0 25  
" ½ s ..... 0 81 0 26  
Green Label, 1s and ½ s ..... 0 22 0 30  
Blue Label, 1s, ½ s, ¼ s and ⅛ s... 0 30 0 40  
Red Label, 1s and ½ s ..... 0 36 0 50  
Gold Label, ½ s ..... 0 44 0 60



Ceylon Tea, in  
1 and ½ lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c..... 0 19  
" ½-lb. " " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c. .... 0 42  
Gold Label, " 80c..... 0 55

CROWN BRAND

Wholesale Retail  
Red Label, 1-lb. and ½ s ..... 0 35 0 50  
Blue Label, 1-lb. and ½ s ..... 0 38 0 40  
Green Label, 1-lb. .... 0 19 0 25  
" ½ s ..... 0 20 0 25  
Japan, 1's ..... 0 19 0 25

"SNELLINGS PATENT."



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.,  
agents, Toronto.  
Samples on applica-  
tion.



LUDELLA CEYLON, 1's  
AND ½ s PKGS.

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

### TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s and 10s .. 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s ..... 0 48  
Chewing—Bobs, 4½s and 9s ..... 0 32  
Currency, 13½oz. bars, spaced 9s. 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10½ oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s .. 0 44  
Snowshoe, 2¼, 6s ..... 0 44  
Pay roll, 6s ..... 0 44

### WOODENWARE.

BOECKH BROS. & COMPANY.

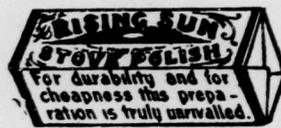
Washboards Leader Globe ..... 1 55  
" Improved Globe ..... 1 65  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated) .... 2 10  
" Crown ..... 1 45  
F.o.b. Toronto.

Matches, Kodak, per case (200's) 9  
boxes to packages, 40 packages to  
case ..... 3 30

### YEAST.

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

### STOVE POLISH.



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



# LICORICE ..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In 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. Write for illustrated catalogue.

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

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



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MILK

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MILK

**The Chinese Trade.**

SAVE YOUR TRADE BY  
D. W. Ross 667, Avenue, Montreal

**GRATEFUL,  
COMFORTING.**

U.S. BOXES  
U.S. BOXES  
U.S. BOXES

**COCOA**

**WINEGAR**

CO. of Canada, London, N.Y., CAN.

**WARRON**

**WALLS**

WALL, ONT.

Greens make  
of Keeping it  
in Stock

