

**PAGES  
MISSING**

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

### Still On.

The demand for Plum Pudding is still on. The economical housewife, anxious to have good pudding at lowest cost, and the hostess whose only concern is to have "the best"—both find satisfaction in our

## Plum Pudding

In key tins. One and two pound packages.

There are a dozen reasons why these puddings sell well. The best of all is that they are prepared from a fine old recipe, with scrupulous care and cleanliness, and delivered to the user ready for the table—all but the warming.

Do you want a dozen or two?

**Christie, Brown & Co., Limited,** TORONTO and  
MONTREAL.

If your customers desire a really  
fine, pure Table Salt,  
give them

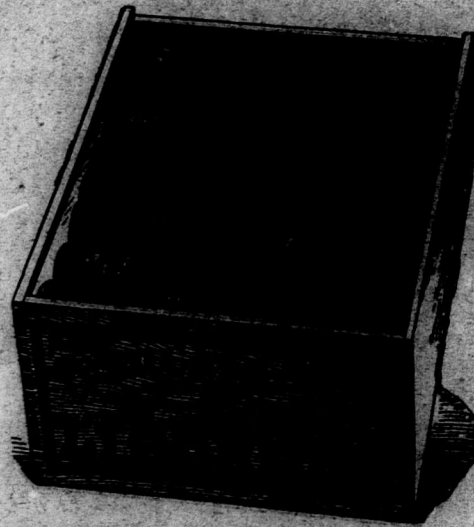
# Rice's Pure SALT.

It gives Universal Satisfaction.

**R. & J. RANSFORD,**

Established  
1886

Clinton, Ont.



## 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 1/4-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

To make the NEW YEAR

a  
financial  
success  
sell

**GILLETT'S GOODS**

They are the Best and  
show you  
a good  
profit.

Royal Yeast. Imperial Baking Powder.  
Gillett's Perfumed Lye. Gillett's Cream Tartar.  
Magic Baking Soda. Magic Baking Powder.  
Gillett's Mammoth Blue. Cream Yeast.  
Etc. Etc. Etc.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

TORONTO, ONT.

Chicago,  
Ill.

IT IS NOT TOO EARLY TO BEGIN  
YOUR INQUIRIES ABOUT THAT TRIP  
YOU ARE GOING TO TAKE TO THE

## British West Indies

this winter. We have just issued a book-  
let telling what some people saw and  
did on the same voyage last winter, and  
if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL  
WAY OF SPENDING SIX OR SEVEN  
WEEKS THAN ON SUCH A TRIP AS  
THIS. THE WHOLE COST FROM  
HALIFAX AND RETURN IS \$130.00.

**Pickford & Black - Halifax.**

# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

## Prunes.

### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders *now* for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand *They satisfy!*

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

**Your First Order**

is sufficient to show the good qualities of our Brown and Manilla wrapping papers.

- They are strong and durable.-
- They are good weight.-
- A full 480 sheets to the ream.-

-MADE IN CANADA-

BY THE

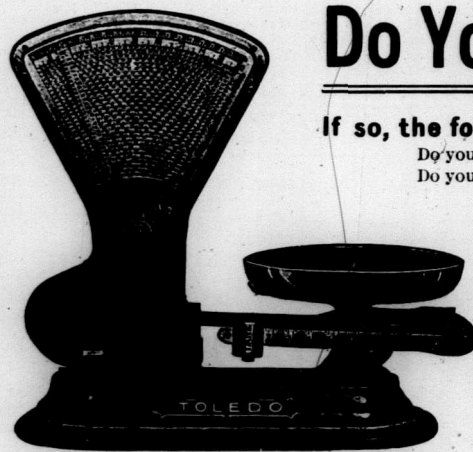
**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL.



For Sale Everywhere.

ASK FOR

**MOTT'S**

**Do You Use Scales?**

If so, the following facts should interest you:

- Do you desire to discontinue giving down weight?
- Do you desire your bulk packages to hold out weight?

If so, the **TOLEDO SPRINGLESS, COMPUTING, AUTOMATIC SCALE** will enable you to accomplish this result, as it is the only Scale that gives 16 ozs. to the lb. no more, no less, as there is absolutely no such thing as down weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

**DEAN & McLEOD, Canadian Agents,**  
The Toledo Computing Scale Co.,  
HAMILTON, ONT.

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

Try the **"Imperial"** Brand

-OF-

**Peaches, Pears, Apples,  
Corn, Tomatoes, etc.**

They are packed from the choicest fruits and vegetables.

Packed by \_\_\_\_\_

The **IMPERIAL CANNING CO.**  
KINGSVILLE, ONT.

**REFRIGERATORS.**

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**

Wilbert Hooley, Manager.

54 Noble St., TORONTO.

Phone Park 513.

This cut represents No. 13.

**Salmon . . .****RED SOCKEYES**

- "Nimpkish"
- "Griffin"
- "Sunset"
- "Lowe Inlet."

**COHOES**

- "Eagle"
- "Golden Net"
- "Harlock"
- "Empress."

We have yet on hand a few brands of Salmon—some of which are given herewith. A full list of our brands will shortly be published.

We are **Packers of Canned Salmon** and dealers in all classes of

**FROZEN, SALTED and  
PICKLED FISH.**

**The British Columbia  
Packers' Association**

Cold Storage Plants in New  
Westminster, B.C.

**VANCOUVER, B.C.**

A HAPPY NEW YEAR

# Why Not Get in Line

with the beginning of the New Year  
and investigate

## The "Perfection" Canister?

It is the Cheapest  
Because it is the Best.

Write for sample and have a  
look at it.

The Dominion Canister Company, Limited  
DUNDAS, ONTARIO, CANADA.

### BEST WISHES for the NEW YEAR

- "Sterling"
- Brand
- Pickles
- Relishes
- Catsups

May the New Year show a big in-  
crease over that of the old.

Our thanks are due  
the Trade for their  
generous custom of  
the year now closed.

—We have been  
helped by this  
increased trade.

—They have been  
helped in selling  
goods that are  
always reliable  
—that have ever  
gone to the  
building up of a  
high-class gro-  
cery trade.

## T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.



# Schepp's Cocoanut.

A high-grade food product that you can recommend.  
The best of its kind, that's all.  
For particular people, Schepp's Improved Cocoanut  
in packages.



## L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.  
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Bartér, Agents.

*"Best in the World."*

## HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

### MALT VINEGAR

Delicate in Flavor and Aroma.  
Splendid keeping properties.

### ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

Export Agents:  
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

**Ask  
and  
Receive.**

**Advertise  
and  
Acquire.**

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.**

If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the grocers in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case.*

**THE CANADIAN GROCER**  
MONTREAL and TORONTO

We have received into  
store this week :

Filiatras Currants (D. Schisas) Quarter-Cases.

Filiatras Currants " Half-Cases.

Vostizza Currants, Half-Cases.

Bevan's Three-Crown Loose Muscatels.

Griffin & Skelley Santa Clara Prunes.

**F. J. Castle,**  
OTTAWA.

## MANY TEAS.

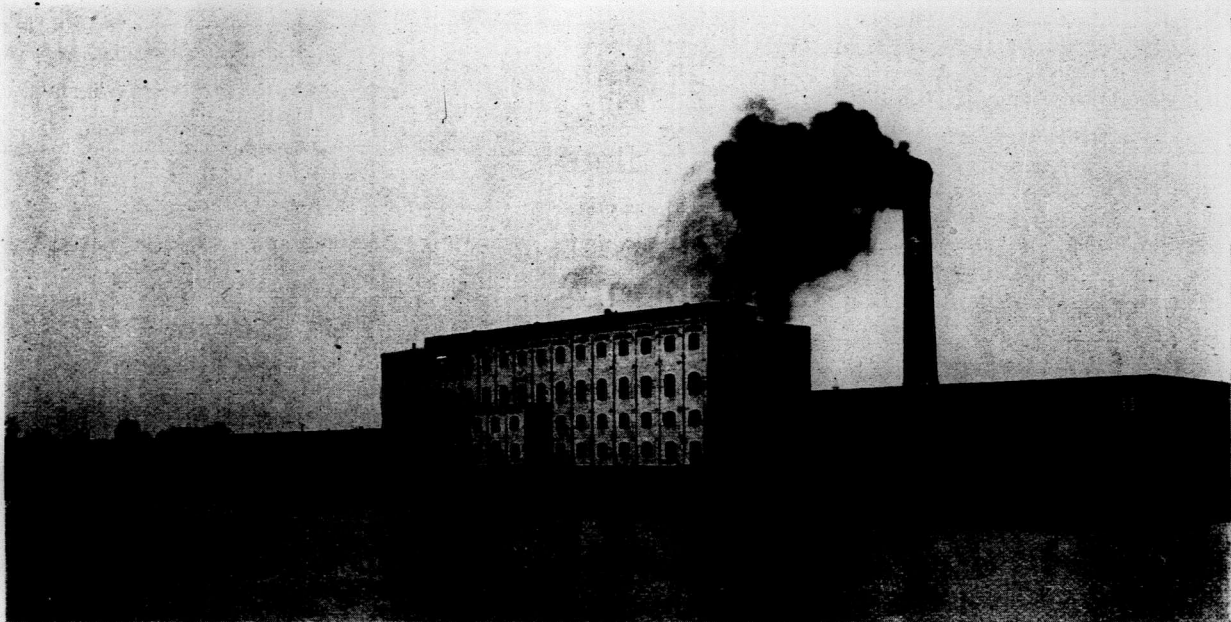
There are teas many, and tastes innumerable, but if you size up your customers, and consult their likes and dislikes, you'll find most of them in favor of the pure, clean, healthy teas of JAPAN.

Strength, purity and delicacy of flavor contribute chiefly to the growing popularity of

# JAPAN TEA

# STANDARD GRANULATED SUGAR.

A truly Canadian Product.  
Made in a Canadian Factory.  
Made from Canadian Sugar Beets.  
Grown by Canadian Farmers.  
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

**WALLACEBURG SUGAR CO., LIMITED**  
at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over \$600,000.



# CEYLON TEA.

**BLACK AND GREEN**

satisfies  
the  
taste  
of  
the  
Canadian  
people,  
therefore  
is  
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best  
liked  
tea  
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into  
Canada

# CEYLON TEA

**BLACK AND GREEN**

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# PARTNERSHIP IN BUSINESS.

A Paper Read to the Members of the Ottawa Retail Grocers' Association,  
by Mr. Chas. J. Provost, President.

**P**ARTNERSHIP in business is in my opinion conducive to success, but while holding that opinion I am open to conviction, hence my reason for bringing this subject before you for discussion.

Most of you are aware that I have carried on business both as an associate member of a firm as well as an individual one, and with such experience I feel that I can speak on this matter with more or less practical knowledge. My intention is not to dwell on this important subject at any great length, but to point out in a condensed form what I believe to be

#### SOME ADVANTAGES OF PARTNERSHIP,

trusting it will bring forth a discussion which will be of benefit to the Association. I feel assured that you will debate intelligently and more clearly than I can.

After giving the subject particular attention and study, I came to the conclusion that partnership possesses, among other things, the following advantages:

It promotes a friendly rivalry; it is an incentive to greater effort; it prevents hasty conclusions; it simplifies difficult problems; it promotes good judgment; it is the means of bringing new and useful ideas to the front at all times.

#### NEED FOR CONSULTATION.

Those who conduct a business individually will agree with me when I say that hardly a day passes but we have reason to consult some of our clerks on one or more of the many questions with which we have to deal. It may be in reference to the opening of a new account or the closing of others, or in regard to purchases we are about to make or the improvements of some part of our commercial system.

Upon this and many other matters we naturally seek the advice of our employes, whom we suppose to be interested in our welfare. Is it always consistent to do so? Is the clerk whose whole time is devoted to attending to the numerous details connected with a clerk's duties prepared to advise? I say, no.

One must think before he can advise, but to think requires time, and this the clerk is often denied; or is it reasonable to expect an employe to spend his leisure hours in devising new schemes or doing part of the thinking for his employer? Will

a man work with the same zeal and interest when not working for himself? Then, again, employes as a rule are

#### NOT DISPOSED

to bring forward new projects or tender advice unsolicited, although they might in many instances prove profitable, for fear that they will not meet with approval or that their advice will not be appreciated. It is different with a partner, who assumes the same amount of responsibility, whose interests are identical to yours. Self pride guides him in his words and actions. A great

me that to be and remain partners in business the spirit of acquiescence should be cultivated, and must of necessity be the prevailing spirit between members of a firm.

#### HOW TO CHOOSE A PARTNER.

I might mention before closing, one idea I have as to how to choose a partner. I have referred to the clerk in the store as hardly the right person to expect advice from. I do not hesitate in saying that where it is at all possible merchants should hold out the offer of partnership in their business to clerks as inducements for faithful service. There are many clerks who possess the necessary qualifications to become successful merchants.

#### CLERKS EXPECT TO GO INTO BUSINESS.

The clerk who has ability naturally expects to go into business for himself. When the time arrives that he can realize his ambition he, as a rule, begins business where he is acquainted. And here is where an employer is likely to suffer most. I don't mean to say that every clerk can be considered for partnership, but if you are in business alone I claim partnership is better, and a good clerk who has proven a faithful servant is the first choice as an associate member.

I shall not dwell any further on this very important question, but hope when it comes up for discussion that, all things considered, the ideas brought out shall be of some benefit to the members of this Association.

#### NEW BROKERAGE FIRM.

W. H. Millman, who, for the past several years has been with H. P. Eckardt & Co., wholesale grocers, Toronto, looking after their Northwest and British-Columbian business, has severed his connection with this firm. Mr. Millman, joined by his sons, intends starting in the grocery brokerage business and manufacturers' agencies. Their offices will be in the Stanley Chambers, one door north of the Board of Trade. They have already some valuable agencies, among them being The Ingersoll Packing Company, Ingersoll, and The Tillson Company, of Tillsonburg. Mr. Millman, who is a thorough grocer, a good judge of goods with wide experience, together with his sons, should do well. We predict success for the new firm.

#### SALES WERE DOUBLED.

ESTABLISHED 1840.  
EDWD. JAMES & SONS, Limited  
—Manufacturers of—  
STARCH, BLUE and BLACK LEAD.  
Inventors and Sole Makers of the  
"DOME" BLACK LEAD.  
Plymouth, November 28, 1902.  
Telegrams, Jameson, Plymouth.  
The MacLean Publishing Co., Limited  
10 Front St. East, Toronto.

Dear Sirs,

At the request of our agents, Messrs. W. G. A. Lambe & Co., we have pleasure in handing you bankers draft for £207s. 3d. in payment of your account rendered for advertising in THE CANADIAN GROCER. Please return statement receipted.

We consider that you have arranged our ads in a very good manner, and that we have considerably benefited by them. Under these circumstances we are glad to give you a renewal order, confirming also what our agents have authorized you to do pending instructions from us.

Please continue to mail us copy of paper.

Yours truly,

Edward James & Sons, Limited  
Geo. H. Lang,  
Manager and Secretary.

[Since receiving this letter the advertising manager of THE CANADIAN GROCER called on Messrs. Lambe & Co., and at his request they examined their sales and found that since Messrs. Edward James & Son had been advertising in THE GROCER the sales of their products had doubled in Canada.—Editor CANADIAN GROCER.]

deal can be learned by exchanging ideas and by comparing notes with a partner. His advice is of great assistance in arriving at a decision.

#### PARTNERSHIP PROMOTES AMBITION.

Experience has taught me that partnership promotes ambition and tends to prolong the activity so essential to the success of any business; it expels dullness, which often appears, because a man who is in business alone is satisfied with what he does himself; it is also clearly proven to

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

**DURABLE**  
3000 TONS SOLD

**DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.**

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

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

**MORSE BROS., Proprietors. Canton, Mass.**

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

#### A MODERN GROCERY STORE.

A VERY modern and up-to-date grocery store is one owned and conducted by The Barnsdale Trading Co., Stratford, Ont., of which E. K. Barnsdale is president. This gentleman has had many years' experience in the grocery business, and so when he decided to build a new grocery store, some three years ago, he drew up the designs himself and had the store built according to the ideas he had formed of a model grocery.

The store has a wide frontage, plenty of plate glass, and every accommodation for window display. The main part of the store is divided part of the way by a wall which serves the purpose of a support for shelves for goods, but leaves plenty of passage room, both at the front and rear. The right half of the store is used for groceries, provisions, etc., the left for confectionery, household tinware and such articles. The back part to the left is partitioned off to form small lunch-rooms and an ice cream parlor. In the front of the store is Mr. Barnsdale's office commanding a view of all parts of the store, while more to the rear and facing towards the front is the cashier's office. The counters, shelves and fittings generally, are of the best materials and workmanship, and a most charming effect is produced by a number of palms placed here and there about the store.

At the back of the store to the right is the order-room, where parcels for delivery are made up. Coal oil is kept away from all the other goods in a small room with outside ventilation.

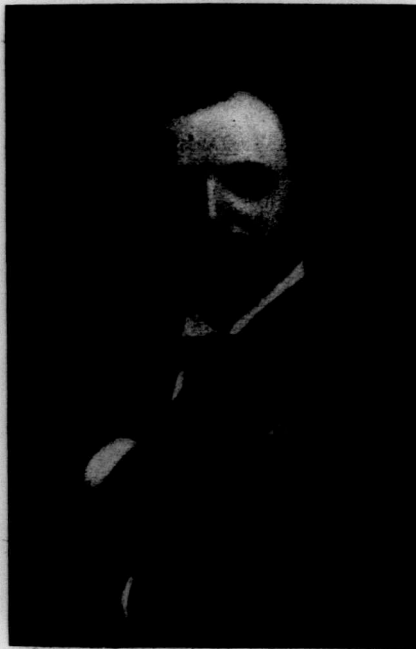
Upstairs are a number of small rooms, each used for different classes of goods or for different purposes. In one is the stock of teas, coffees and spices; in another, confectionery; in another, patent medicines; in another, wrapping paper and bags; another room is used for mixing teas; another for putting up goods. All are lighted by electricity. There is also a large warehouse, a building by itself back of the store. In this is stored sugar, salt, etc.

None but the very latest and best methods of heating, lighting, etc., are used. In business methods, advertising is not neglected, and Mr. Barnsdale uses considerable space in the Stratford dailies.

He has been an appreciative reader of THE CANADIAN GROCER almost since it was founded. Mr. Barnsdale is the inventor of the unique system of counter check books and security envelopes now being placed before merchants in Canada and the United States, and which is controlled by The Burritt & Deacon Co., Stratford.

#### A POPULAR PRESIDENT.

MR. ALBERT HEBERT, manager of the big wholesale grocery house of Hudon, Hebert & Cie, Montreal, has been re-elected president of the Montreal Wholesale Grocers' Association, and



MR. ALBERT HEBERT.

President of the Wholesale Grocers' Association, Montreal.

we here "cut" him. To obtain from Mr. Hebert anything about himself for publication is extremely difficult. One is told: "Oh, I am a plain business man, and there's nothing about me that would interest anybody."

Yet there must be something about the manager of such a large wholesale grocery house as that of Hudon, Hebert & Cie, whose representatives distribute their

goods from Halifax to Vancouver, that would be interesting to a good many people. We know that much of the present success of the firm results from the excellent training which Mr. Hebert, sr., gave to his son, the present manager. After graduating with some distinction from the Catholic Commercial Academy, of Montreal in 1881, he was put behind the counter of the retail firm of Dufcesne & Mongenais, Montreal, a firm not now in existence. Here he was taught many of the ins and outs of the retail grocery business and did all kinds of work in connection with the store.

He then entered his father's firm in 1883, and two years later was sent on an extensive tour throughout Europe, making the trip one of both business and pleasure, and meeting, through letters of introduction, many of the men on that side of the Atlantic with whom the firm does business.

After his return he gradually took upon his own shoulders more and more of the important work of the business, until, in 1892, the elder Hebert retired from the active management, and left Mr. Albert Hebert in his place.

If the present manager of Hudon, Hebert & Cie is not the busiest man in Canada, he is close to it. And yet, although one can hardly ever call but he must wait his turn with from three to a dozen brokers and others waiting to see Mr. Hebert, one is always given a courteous reception and attentive hearing, the rich and the poor, the great and the small alike.

#### CATALOGUES, BOOKLETS, ETC.

##### JAPAN TEA CATALOGUE.

The Japan Central Tea Traders' Association have issued a neat and artistic calendar for 1903. There is a beautiful half-tone engraving of Mount Fuji, Japan, and the calendar itself is neatly printed. It will be an ornament to any office.

##### A HANDSOME HANGER.

S. H. & A. S. Ewing, Montreal, are sending out a handsome hanger, illustrated with scenes on a coffee plantation of picking, threshing and bagging. The calendar is striking on account of the many bright and harmonizing colors employed in the illustrations.

WITH BEST WISHES TO ALL AND A  
PROSPEROUS BUSINESS IN  
THE NEW YEAR.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

*We are out for Business for 1903*

SEE OUR TRAVELLERS. SEE OUR PRICE LISTS.

Sell our JERSEY CREAM YEAST CAKES, JERSEY CREAM BAKING POWDER, and gain a reputation for yourself for keeping the very best quality of goods.

*Wishing you a Prosperous New Year,*

**LUMSDEN BROS., Toronto**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—  
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN T—  
JERSEY CREAM.

*Our Brands of Brooms are:*

“STANDARD,”  
“SIGNAL” 

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

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

**JAMES TURNER & CO.**

Wholesale Grocers,

HAMILTON, ONT.

Our wish to all \_\_\_\_\_

**A Happy and Prosperous  
New Year.**

**THOS. KINNEAR & CO.,**

Wholesale Grocers,

49 Front St. East, TORONTO

**BLUE RIBBON'S ADVERTISING MANAGER.**

**J.** D. ROBERTS, Pacific Coast agent for the Blue Ribbon Tea Co., is in the city for the purpose of saying farewell to friends and acquaintances before leaving for Toronto to take over the management of the advertising department of the company. Referring to Mr. Roberts' departure a Vancouver exchange says: "On Monday evening the members of the Terminal City Club, Vancouver, tendered a farewell dinner to J. D. Roberts on the eve of his departure for Toronto to take the management of the advertising department of the Blue Ribbon Tea Company. Mr. Roberts is one of Vancouver's best known business men. Though only resident here for some four years he has been most favorably regarded by the merchants and citizens for a much longer time, having been one of the pioneer commercial travellers with connection in this city. Since opening in Vancouver, the Blue Ribbon Tea agency has become a notable tea establishment, and it is doubtful if there is a place in British Columbia where the familiar name is not known. Mr. Roberts is one of the shrewdest advertisers in Canada, and, by keeping steadily at it, has

built up a business that started with a case full of samples, to two large warehouses and packing establishments filled with goods."—TIMES, VICTORIA.

**NEW CANNERY ON THE SKEENA.**

A large new salmon cannery will be erected on the Skeena River, British Columbia. The factory will be modern in pattern and equipped with the most up-to-date machinery. It will be operated by Findlay, Durham & Brodie, who have formed an independent canning company to handle and ship their own packs to the London market. The construction work on the new cannery will be commenced at once and the building completed in time to go into business by the opening of the next season of the salmon fishing in the northern waters of the Pacific Province.

**\$20,000.00**

**TO TEST A FOOD QUESTION.**

**T**HE makers of a small cereal food have been trying to invite attention to it by the questionable method of circulating statements belittling the value of Grape-Nuts. They reproduce a report of the Maine Experiment Station which ques-

tions the claim that a pound of Grape-Nuts furnishes more nutriment **that the system will absorb** than 10 pounds of meat, wheat, oats or bread.

The Maine Scientists (?) proceed to show the amount of Protein and Calories of food value and learnedly discuss the subject, showing that 10 pounds of other articles of food really contain more volume of food elements than one pound of Grape-Nuts.

**But that is not the question at issue.**

Like many other pseudo-scientific dabblers they have befuddled themselves and got lost in the maze.

How much food value will the system **absorb, take up, make use of**, that's the question.

Suppose you fed a man 10 pounds of sugar, (which is nearly all pure nourishment). Would his system absorb 10 pounds? He would probably be made sick and really lose in weight and strength. But suppose you prepared the sugar so he could quickly digest and assimilate it and absorb into his system the nourishing properties of it, is it not clear that  $\frac{1}{2}$  pound of such food would furnish him more nourishment **that his system would**



This merchant has been cheated.  
So will you if you handle  
imitations of

**MacLaren's Imperial  
Cheese**

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

## An After-Holiday Business Suggestion

The holiday season is over and we must now settle down to hard pan, looking about for the best methods to fill in the gaps which Christmas trade so often occasions in January business. Here's a suggestion! We have just received a **large shipment of Young Hysons** which we are going to sell cheap. Tea is a selling article at all times, and this is one you can **feel proud to retail at 25c.**, while the profit on it will make it worth your while to sell lots of it while it lasts.

Ask our travellers, or write us direct. Remember, we have a prompt mail-order department.

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

absorb than 10 pounds or even 50 pounds of raw sugar? That is exactly the case with Grape-Nuts. The elements of wheat and barley are scientifically treated in exactly the same way the human body treats them to accomplish the first act of digestion, that is the change of starch into Grape Sugar.

We have records of several thousand cases where people have been unable to maintain health, weight and strength on meat, wheat, oats or bread and have been able to increase weight, vitality and strength on the little portions of Grape-Nuts taken as a portion of each meal.

We will place \$10,000.00 in any designated bank against \$10,000.00 to be deposited by the Maine Experiment Scientists (?) and the total \$20,000.00, less cost of experiment, to be paid to them for their trouble and work if they prove our claim untrue. If they fail, the amount to be paid us for our time and labor of demonstration.

Common earth and air contain the raw elements necessary for man's food, but even if a scientific State official should tell you that, would you therefore eat 10 pounds of earth and expect to extract its nourishment? It requires the curious and wonderful manipulation of the laws of the

vegetable kingdom to select and combine and prepare these food elements of the soil in such a way that man and animals can absorb and make use of them. Hence we have vegetables and grains. So it still further requires the intelligence and skill of man to cook and prepare the vegetables and cereals to make them digestible and fit.

The greater the intelligence and skill displayed in preparation and the more nearly the laws of digestion of food are followed the more perfect the result. We have the true scientific facts for the basis, and the practical every-day results with feeding millions of people for our proof, and the statement stands on the solid rock of fact **one pound of Grape-Nuts will supply more nourishment than the system will absorb than 10 pounds of meat, wheat, oats or bread.**

We are at home every day, come and see us. If you are a Scientist (?) from Maine bring your wallet.

POSTUM CEREAL CO., LIMITED,  
Battle Creek, Mich.

N.B.—The London Lancet, one of the greatest medical authorities in the world, has to say: "The basis of nomenclature of this preparation is evidently an Ameri-

can pleasantry, since 'Grape-Nuts' is derived solely from cereals. The preparatory process undoubtedly converts the food constituents into a much more digestible condition than in the raw cereal. This is evident from the remarkable solubility of the preparation, no less than one-half of it being soluble in cold water. The soluble portion contains chiefly dextrine and no starch. In appearance 'Grape-Nuts' resembles fried bread crumbs. The grains are brown and crisp, with a pleasant taste not unlike slightly burnt malt. According to our analysis the following is the composition of 'Grape-Nuts': Moisture, 6.02 per cent.; mineral matter, 2.01 per cent.; fat, 1.60 per cent.; proteids, 15.00 per cent.; soluble carbohydrates, etc., 49.40 per cent.; and unaltered carbohydrates (insoluble), 25.97 per cent. The features worthy of note in this analysis are the excellent proportion of proteid, mineral matters and soluble carbohydrates per cent. The mineral matter was rich in phosphoric acid. 'Grape-Nuts' is described as a brain and nerve food, whatever that may mean. Our analysis, at any rate, shows that it is a nutritive of a high order, since it contains the constituents of a complete food in a very satisfactory and rich proportion and in an easily assimilable state."



The mistakes of others should protect every grocer from similar blunders. There are a few grocers who wish they had purchased

## UPTON'S

Jams, Jellies and Marmalade  
in place of some unknown brand.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,  
AGENTS.

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

## PROFITABLE EXPORTING OF POULTRY.

Canadian view, by R. H. Ashton, Morrisburg, Ont.

**P**OULTRY fattening is a most important branch of commercial poultry keeping. Of what use is it instructing the agriculturist to rear innumerable chickens, if, when he has got them, he is at a loss to know what to do with them? Canadian markets can be quickly overdone, but Great Britain has apparently an inexhaustible demand for really prime quality, well-fattened fowls. But the breeder must either be capable of fattening the birds on his own place, or must be able to hand them to a fatter, if the fowls are eventually to find their way to England. Therefore, it is that we look to the fattening industry as the pioneer that shall eventually enable us to compete successfully with other countries in poultry produce as a whole. There are many

**FATTENING ESTABLISHMENTS IN ENGLAND** especially in the counties of Essex and Surrey, where men make a business of fattening fowls. A fatter, and by this term we mean the actual man who performs the duties of fattening, does not care to put on paper his mode of operation, for they are wide enough awake to know that if they were to—so to speak—“give themselves away,” their occupation might be gone. In giving the benefit of our experience, and the methods we employ, no such sordid considerations bear weight with us.

The only branch of poultry keeping that will permit, with any certainty, of the

### PROFITS OR LOSSES

being accurately prophesied is, in our opinion, poultry fattening. That anyone can, however, start in this line with a fair prospect of success is by no means to be taken for granted. But that one and all of the many thousands of poultry keepers would derive considerable benefit were a better knowledge of this branch more widely circulated is a fact. There are, we have no doubt, a number of poultry breeders who would, if they only knew that they were eminently adapted by their connections and surroundings to make a success in this business, start at once in the undertaking. Before entering into any new business, it is everyone's duty to make himself as fully conversant as possible with the requirements of such trade or business, and when, having mastered these details, he is able to see an opening for his enterprise, he may start operations in the fattening line, with a certainty that by strict attention to business he can provide himself with a steady income in proportion to his undertaking.

Least it may be thought that we advocate the

### PRINCIPLES OF FATTENING

all and every description of fowls that come to hand, and forwarding the same to the English markets, we desire to say such is by no means our intention; but

though England will always take the best and the worst, there is generally a “glut” of what we call “thirds,” and “culls,” and if these are sent there the returns would not be as much as what we could have obtained at our own door. This is where the difficulty with the novice comes in. He has lately commenced in this line of business and has produced better fattened fowls than he has ever done before, or seen in his neighborhood, and he at once jumps to the conclusion that they are really prime quality goods; but what he may call prime birds and what the English poulterer would designate the same, may be two very different things entirely. It is obvious, then, that the one thing necessary (outside of a practical experience)

### TO INSURE SUCCESS

when starting a fattening business is to find a demand for the lower quality goods that you will have for disposal. These, we might add, will be infinitely superior to the average quality found in the local market.

To suppose that a fatter, if he has, say, 500 birds up, can, as they become fit, send them all off to the markets and make a profit is an idea possessed by many, but, which, if put into practice, would, with few exceptions, result in failure. But we will suppose that the 500 birds previously mentioned are an average type of fowl, suitable for fattening, and these, for convenience, we will divide into the probable five qualities of which they will be likely to consist, and the quantity in each lot, thus: Prime, 50; seconds, 150; thirds, 150; culls, 125; bad, 25; total, 500.

### ENGLAND DEMANDS THE BEST

and the 50 primes and the 150 seconds as stated above, should, therefore, be sent there. It is the “thirds” and “culls” where the difficulty in finding an outlet is apparent. The 25 bad (that is the birds killed in transit), wasters, and we regret to add, diseased, also find their way to packing establishments and consequently have to be thrown on the manure heap. The market supply of prime quality chickens is dependent upon two factors: First, the selection of the breed possessing the most suitable frame and form with a readiness of putting on flesh. Second, the adoption of the best methods of feeding and fattening. Apart from the greatly improved quality of flesh produced by special food and improved feeding, there will be a

### VAST INCREASE IN WEIGHT.

For example, the average three-pound chicken, as it comes from the farm, carries about six ounces of bone, 18 ounces of fat, and, after being cooked, there are about 13 ounces, or 28 per cent., of edible meat left. Suppose the farmer receives 30c. per pair for the birds in this condition. He may argue that they cost him

little or nothing to produce, but is that a fair reason why he should throw away good opportunities of making more money simply because he has made so much without any effort? Suppose, instead of selling the birds for 30c. per pair, he puts them in the fattening coop for 21 days and expends 15c. more in food and then goes to the market with them. The chickens then weigh ten pounds per pair, and after cooking them we find 80 ounces of edible meat, which is three times as much as they possessed at the beginning of the fattening period. Suppose he sells them at the same price per pound, he would receive 50c. instead of 30c., as before; but, like any other meat of extra quality, it fetches an extra price, as in the large markets to-day such poultry commands 2c. per pound above common stocks, such as is usually exposed for sale on the butchers' stalls.

The problem that has to be solved by the farmers of this country is

### HOW TO CAPTURE THE BRITISH MARKETS.

In other words, how to produce, how to fatten, and how to sell. To suppose that every breeder of chickens has either the time or the means to learn the fattening industry is to suppose what is most unlikely. Even so, the cost of shipping in small lots to the cold storage and fattening establishments makes the business almost impracticable. What is required is a co-operative fattening station in every county, to form a connecting link between the producer and the exporter, with one or more branches where necessary, from which the producers can receive a fair market price for their poultry, and at the end of the season participate in the profits that have been derived by properly fattening and marketing their produce, each contributor receiving a share in proportion to the amount of poultry that he sold to the association during the last 12 months. The principle of co-operation has been successfully adopted for the manufacture of cheese and butter, and we see no reason why it should not be successfully carried out in the fattening and marketing of poultry. Capital is, of course, required to make such a society a success, but compared to the numbers it would affect, and the great benefits that each individual contributor would derive, the amount of capital would be insignificant, and we trust we may see the day when the Department of Agriculture will take this matter up, and place it on a sound basis, or, that failing them, private enterprise may step into the breach.

### P.E.I. PACKING HOUSES.

**S**INCE the establishment of the Dominion Packing Co. at Charlottetown the farmers and stock-raisers of the Island have come into possession of a very large amount of money. Not only has a home market on the Island been created, but Cape Breton has been supplied, and hereafter the two Sydneys will have no

Once used and  
your customers  
will ask for Our

# LARD

not twice or three times, but All the time.

## Our Process of Rendering

Demands absolute cleanliness and purity.  
An Absolutely Pure Lard is the result.

## Every Grocer Should Have It

FROM 3-LB. TINS UP.

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

When you have any

# BUTTER OR EGGS

to offer, write or wire us.  
We are buyers.

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

## We Desire

to thank you for all orders given  
us during the past year, and to  
express the hope that we may  
hear from you early and often in  
the year 1903. Wishing you a

**Happy and  
Prosperous  
New Year.**

We are, yours truly,

**F. W. FEARMAN CO.**  
(Limited)  
**HAMILTON, ONT.**

# Our English Brawn

**Twelve 5-lb. Tins  
in a Case.**

**Cooked and Ready  
for Slicing.**

Are you selling this line ?  
If not, you are losing business.  
It is positively a trade-winner and holder.  
Do not delay ordering Sample Case.

**The Park, Blackwell Co.,**  
PORK PACKERS, LIMITED  
**TORONTO, ONT.**



difficulty in getting their meat supply from the neighboring Island.

Prince Edward Island annually produces about 50,000 hogs, a large number of cattle and 100,000 sheep, with a great quantity of poultry. The market for these cattle and sheep has always been abroad, and has resulted with very little profit to the farmer. The duty and freight on a Prince Edward Island sheep to Boston amounts to \$1.30, and there they have to be sold in competition with the home product at only half profit.

Things are now changed. There is a capacity at Charlottetown for 1,000 hogs per day, as well as a full equipment for the slaughtering of cattle and sheep and adequate cold-storage appliances.

Establishments have also been set up at St. John, N.B.; St. John's, Nfld.; Halifax and Sydney. Jas. McPherson, a representative P.E.I. farmer, when interviewed by The Montreal Gazette, said that he expected that Prince Edward Island would capture the canned meat business of the Lower Provinces. Formerly the producer received but very little profit, for the farmer killed his hogs as soon as they weighed 150 lb. They were now induced to fatten their hogs to 300 lb. weight, and the 150 lb. extra is almost all profit. He further stated that up to the present time Chicago had been sending \$2,000,000 worth of animal products to the Maritime Provinces and Newfoundland, but he believes that in future Prince Edward Island will be able to furnish supplies in sufficient quantities to keep a good part of this money in Canada.

#### CANADA'S CHEESE.

A. F. MacLaren, M.P., questioned as to the cheese industry, with which his name has now become famous, said: "This has been a splendid year for the producer and also for the dealers. The markets in the Old Country were short of cheese in the spring. This caused a great demand in the early part of the year for the Canadian article, which demand continued all summer at good big prices. At the present time the market was very strong at 12c. per lb. and upwards. All the cheese we can produce will be wanted, and no doubt will reach 13c. in the near future. The farmers of this country who have been producing dairy goods have all had a splendid year."

#### THE PROVISION MARKETS.

##### TORONTO.

Things remain much about the same as before. The market is slack and it is not expected to revive for two or three weeks. We quote: Dressed hogs, \$7.25 to \$7.50 per 100 lb.; No. 1 beef, \$7.00 to \$7.50 per 100 lb.; hind quarters, \$7.50 to \$8.00 per 100 lb.; front quarters, \$4.50 to \$5.00 per 100 lb.; veal, \$6.50 to \$9.00; lamb, \$6.75. Choice export cattle, \$5.00 to \$5.50; medium cattle, \$4.50 to \$5.50; other grades of cattle, \$2.40 to \$3.00; live hogs, selects, 6c. per lb., and fats and lights, \$5.75 per 100 lb.

In provisions, there is no change. Last week compounds were quoted at 8½c. instead of at 8¾ to 10c. There are now no travelers on the road and the market will not be firm again for a few weeks.

Our quotations are: Long clear bacon, 10¾ to 11c.; smoked breakfast bacon, 14 to 15c.; roll, 11½ to 12c.; medium hams, 13¾ to 13½c.; large hams, 12½c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, \$21.00 to \$22.00; short cut, \$23.00 to \$23.50; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, \$15.00 per 200-lb. bbl.

##### MONTREAL.

Steady prices have prevailed in the market for hog products during the week, although only a fair trade has been done. Business with the lumber regions has stimulated the movement in mess pork. In lard, trade has been quite active at unchanged prices. Our quotations are: Heavy Canadian short cut mess pork, \$24.50 to \$25; light Canadian short cut clear pork, \$23.50 to \$24; Canadian short cut back pork, \$23.50 to \$24; American short cut clear pork, \$24 to \$24.50; American fat back pork, \$24.50 to \$25; hams, 12 to 14c.; bacon, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.; pure Canadian lard, \$2.30 to \$2.32½ per pail; Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ¾c.; 3-lb. tins 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario.

Prices of dressed hogs are unchanged, and trade is fairly good. Some business is reported in the market for fresh killed abattoir stock, which sell at \$8.25 to \$8.50 per 100 lb. In a jobbing way, frozen hogs have sold at \$7.75 to \$7.85, and in carlots they are quoted at \$7.50 to \$7.65 per 100 lb.

##### ST. JOHN, N.B.

In fresh beef, prices are unchanged. Light domestic stock is freely offered. In pork, full prices are still asked. There is a fair supply. Lamb is plentiful. Poultry is high, particularly turkeys. A large number are coming in from Ontario. In barreled pork, local packers are offering quite freely, but the outlook is for higher values. There is a wide range in quality. The introduction of local packed mess beef on a larger scale than formerly has caused rather lower prices to rule. Western plate beef sells about at the same price as American. In lard, a fair stock of pure is held. The stock of compound is not large. The outlook is firm. Trade is quiet. We quote as follows: Mess pork \$21.50 to \$23.50; clear pork, \$22.00 to \$26.00; plate beef, \$15 to \$16; mess beef, \$12.50 to \$13.00; domestic beef, 5 to 7c.; Western beef, 8 to 9c.; lamb, 6 to 7c.; mutton, 6c.; veal, 9 to 10c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12½c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

##### PROVISION NOTES.

Messrs. White Bros., of St. Marys, shipped 260 hogs to Stratford, December 22.

John Miller, a prominent breeder of cattle, died at his house in Markham, Ont., December 23.

Messrs. Wilson & Davis, of St. Marys, shipped a carload of butchers' cattle, December 22.

The Belgian Hare Co. has been incorporated at Calgary, Alberta, with a capital stock of \$100,000.

A. D. Marshall, of Roland, Ont., shipped three carloads of hogs to Winnipeg about the middle of last month.

Dan. Buchan shipped a car of dressed hogs from Mull to Hamilton last week. He is paying \$7.10 for dressed ones.

The abattoir of The Western Packing Co., situated at Winnipeg, Man., was partially destroyed by fire December 16.

F. C. Hare, superintendent of Dominion Poultry Fattening Stations, was in Charlottetown and Georgetown, P.E.I., two weeks ago. In the latter place he superintended the shipments of poultry by the Manchester Trader.

The net returns to patrons, for butter manufactured during the winter of 1901 and 1902 were so satisfactory that the Dominion Department of Agriculture have announced their intention to again operate the creamery at Qu'Appelle Station Assiniboia.

J. Y. Griffin & Co., cattle dealers, have been incorporated with their head branch in Winnipeg. Those incorporated are: Frank M. Griffin, St. Thomas; Robert Robertson, Nelson; Daniel Nasmith, Vancouver; James Y. Griffin and James Crawford, Winnipeg.

John Fisher, proprietor of a leading meat market in one of Ontario's towns, purchased from Edgar Pearson, Bright, Oxford county, a thoroughbred two-year old prize heifer. This heifer weighed 1,600 lb., and took several prizes at the fat stock shows winning the sweepstakes. Mr. Fisher also secured a mammoth hog, weighing 1,000 lb.

The Dairymen's Convention will be held at Ottawa on January 7, 8 and 9. All interested are exhorted to attend. This is one of Canada's greatest industries, and it is in this industry that she leads the world. The exports of our dairy products this past year have been fully \$30,000,000.

The Keliher Produce Commission Co. is the style of a new firm at Sault Ste. Marie. One member of the firm is P. C. Keliher, who has been in the wholesale grocery business at the "Soo" for years, and who recently sold his business to the Musselman Co. The other member of the firm is N. C. Morgan, who is well known as a grocer of long standing.

All the preliminary arrangements in connection with the proposed erection of a distillery, bacon packing plant, cannery and abattoir at St. Hyacinthe, Que., were concluded December 23, and the work is now being pushed on vigorously by Messrs. Tellier & Co., the principal stockholders and promoters of this important enterprise. The capital stock of the new company is \$260,000, \$160,000 of which has already been subscribed. The distillery will have an approximate output of 250,000 gallons per annum. It is said that 250 men will be employed when it opens. All the brass work of the distillery was awarded without delay to a Toronto firm, the amount going up into the thousands.

**THE OLD RELIABLE**

**ROYAL**



**BAKING  
POWDER**

**Absolutely Pure.**

***No Grocer can afford to be without a  
full stock of ROYAL BAKING POWDER***

**THERE IS NO SUBSTITUTE**

We will sell regardless of recent market advances  
the following recent arrivals high grade--high  
grown CEYLON and INDIAN TEAS :

### CEYLON ORANGE PEKOES

Wanarajah  
Norwood  
Mandara N. Era  
Ormidale  
Sunny Hill  
Scrubbs  
Choisy, etc., etc.

### CEYLON PEKOES

Bonaccord  
New Valley  
New Forest  
Meddakande  
Nonpariel  
Wanarajah  
Osborne  
Cumbermere  
Loonash, etc., etc.

### DARJEELINGS

Longview or Pekoe  
S. S. V. Or Pekoe  
New Chumba Pek. Sou.

### ASSAMS

British  or Pekoe

Tarajulie or Pekoe

### INDIANS

Stagbrook or Pekoe  
Goomera Pekoe  
Northern Bengal O Pekoe  
Cachar Pekoe Sou.  
Surma Or Pekoe  
Soongachi Pekoe  
Ord Terai Pekoe  
Kuttal Pekoe, etc., etc.

All the above are new teas, many of them with distinctive flavors  
invaluable to blenders.

We neither ask nor expect fancy profits ; we sell tea, and sell lots  
of it, on the closest margin.

# Warren Bros. & Co.,

TORONTO

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## A NEW YEAR'S SUGGESTION—THE BEGINNING OF A NEW

YEAR IS THE TIME USUALLY DEVOTED TO CLEARING OUT ALL SLOW-SELLING LINES FOUND DURING STOCK-TAKING. THE CEREAL DEPARTMENT USUALLY HAS ITS QUOTA OF "DEAD" STOCK. WE WOULD SUGGEST CONFINING YOUR EFFORTS TO TWO OR THREE GOOD LINES THAT SELL. FOR A WHEAT PREPARATION YOU CANNOT DO BETTER THAN TO HANDLE

# "WHEAT-OS" THE IDEAL BREAKFAST FOOD.

IT IS A QUICK SELLER AND IS THE MOST PROFITABLE CEREAL YOU CAN HANDLE.  
IF YOU HAVEN'T IT ALREADY IN STOCK, IT WILL PAY YOU TO GET OUR SELLING PROPOSITION.

**THE EBY, BLAIN CO., LIMITED** WHOLESALE GROCERS, TEA AND COFFEE IMPORTERS, **TORONTO.**

## ANNUAL BALL OF WESTERN TRAVELLERS.

From our own Correspondent.

THE commercial travellers' ball at the Alhambra Hall, Winnipeg, on Monday night was the best yet given by that Association. Everyone went in for a good time, and had it. The room looked most inviting, with decorations, flags and bunting and a profusion of colored electric globes. The stage was fitted up as a cosy sitting-room, and with a screen of palms made a delightful spot from which to view the dancers. The scene was an exceedingly pretty one.

Men were in the majority, and although there were no doubt a sufficient number of chaperones, there were no wall flowers in sight.

The floor was in splendid condition, and the music all that could be desired.

There were any number of pretty gowns and pretty faces to go with them. Among so many frocks it was pretty hard to individualize. Those noted were: Mrs. Fred Cox, cream satin with chiffon frills and berthe of rare lace; Mrs. J. Lamb, black silk with point lace revers; Mrs. E. L. Thomas, black grenadine with scarlet rosettes; Mrs. C. C. Macdonald, black chiffon with spray poppies on corsage; Miss Callahan, gown of blue China silk and yolk and sleeves of chiffon embroidered with silver sequins; Mrs. Arthur Congdon, silk organdie in Persian effect with sash and corsage knots and cerise satin ribbon; Miss Young, gown of cream louisine with yolk of embroidered chiffon and pearl ornaments; Miss Winearis, pink chiffon over pink taffeta; Miss Landers, cream China silk with trimmings, silk applique; Mrs. A. Dyke, handsome gown of black taffeta with sequin trimmings; Miss McSweeney, sea green crepoline over green taffeta; Miss Martin, point desprit over bluet slip; Mrs. Harry Cox, sage green silk with panels of cream applique and berthe of green chiffon; Mrs. J. W. Lord, black silk relieved by a berthe of Brussels lace and touches of burnt orange.

There was a preponderance of light-colored gowns, and, as the majority of them were long, the effect of them when dancing was that of floating drapery, and was certainly very pretty.

Supper was served after the ninth dance. Numerous small gaily decorated tables

were set in the dining-hall on the second floor, the repast being served in Mrs. Hamill's best style. As only half the dancers went down at one time there was ample room.

The committee, to whose untiring labors the splendid success of the ball was due, was composed of R. M. McGowan (the newly elected President of the N.W.C.T.A.), H. S. Rolston (Hon Sec'y.), E. W. Lowe, J. M. Lamb, F. M. Morgan, J. Heasley, W. C. McLean, E. L. Thomas, N. Musgrave, W. L. Lawler, J. A. McTaggart, C. C. Macdonald, F. W. Drewry, and J. Haffner.

### HENRY GIBBONS DEAD.

There died suddenly on Tuesday morning, December 30, Henry Gibbons, of Gibbons Bros., grocers, 742 Queen street east, Toronto, at the age of 23 years. Deceased, up till last Saturday, was well and attending to his business as usual. He was suddenly stricken with an abscess in his stomach and removed to the Toronto General Hospital on Sunday where he breathed his last. Gibbons Bros. had lately removed to their new store and were doing a prosperous business. Mr. Gibbons was well known in Toronto, and his death is much regretted by all his friends and acquaintances.

### OFFICERS OF THE N.W.C.T.A. FOR 1903.

At the annual meeting of the Commercial Travellers' Association, held in Winnipeg on December 20, the following officers were elected for the ensuing year:

President—R. M. McGowan (acclamation).  
Vice-President—F. H. Agnew (acclamation).  
Treasurer—L. C. Macintyre (acclamation).  
Secretary—F. J. C. Cox.  
Directors—G. F. Bryan, F. W. Drewry, F. C. Fahey, H. W. Hutchinson, T. P. McIntyre, J. A. McTaggart, R. J. Campbell, J. McRobie.

The report of the directors and the treasurer show a most satisfactory year.

The new publication to be known as The Commercial Traveller, which is about to be issued, received the endorsement of the Association. At this meeting it was decided to call a mass meeting of all in-

terested in the providing of better transportation facilities and hotel accommodation for travellers, this meeting to be held in the Y.M.C.A. auditorium on Saturday, December 27.

At this meeting it was also decided to send out balloting papers for an expression of opinion on the advisability of at once going ahead with a building on the property recently acquired by the Association on the corner of McDermott avenue east and Rorie street.

### 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.

**T. KINNEAR & CO.** are offering Sair and Hallowee dates, new goods, at low prices.

When wanting first-class coffee remember Grocers' Wholesale Co., Limited, "Unity and Quality" blend.

T. Kinnear & Co. have a snap in cluster layer raisins.

The Tuckett Co. reports largely increasing demand for their new 10-cent plug of Myrtle Navy smoking tobacco.

The R. & J. H. Simpson Co., Guelph, Ont., are offering special lines of pickles in bottles and 5-gal. kegs at interesting prices.

E. D. Marceau is just putting into stock forty-six half-chests of Moyune Hyson, which he offers at very close prices.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, are offering all lines of goods at reduced prices for the next 10 days before stock-taking.

E. D. Marceau is offering 300 half-chests of fine liquoring heavy leaf fannings, for January delivery, at better prices than they can be bought elsewhere.

L. Chaput, Fils & Cie's wines and fancy liqueurs are one of the largest assortments in Canada. They have been going remarkably well for the holiday trade.

Ceylon and India teas have been active of late with Grocers' Wholesale Co., Limited, and values are still offered upon low import price of a few months ago, this company having made some profitable purchases.

# Every Little Helps

Salt is a little thing but it can do your trade a lot of harm or good as you elect—"the trifles make perfection." The woman who finds impurity in the salt she buys or the woman who loses her temper because the salt "cakes" isn't going to think pleasantly of the grocer who sold her that salt.

## Windsor Salt

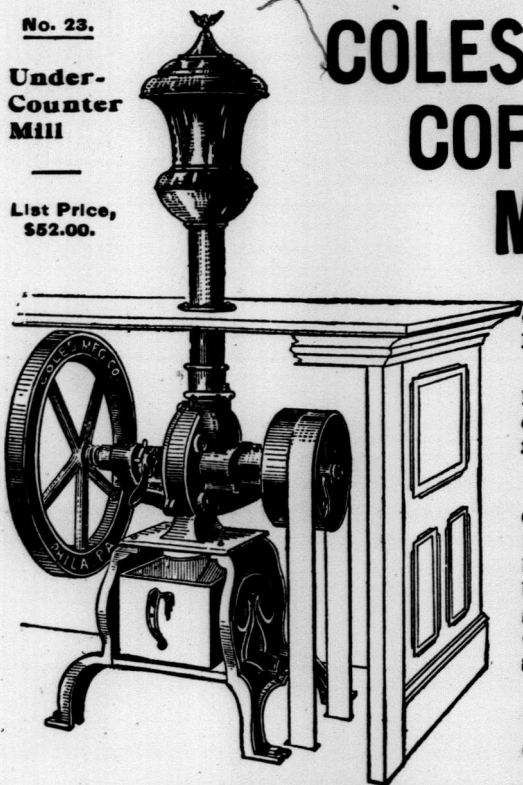
is as good as a Salt can be, because it is prepared in the only safe way—by the *Vacuum process*. Every drop of moisture is dried out of it by intense heat—it can't possibly cake. Even the smallest particle of impurity would deprive Windsor Salt of its right and title to that standard saying "as pure as Windsor Salt."

Sold by leading wholesalers everywhere.

**THE CANADIAN SALT CO., Limited,**  
Windsor, Ontario.

No. 23.  
Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

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.**

## Hundreds of Grocers

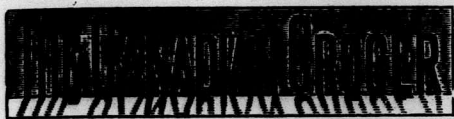
in Canada are making money selling

## Paterson's Worcester Sauce.



This is the Sauce that always gives satisfaction to the user, and amply rewards the retailer. If you are not already selling it, why not begin now?

ROSE & LAFLAMME,  
Agents, Montreal.



President:  
JOHN BAYNE MacLEAN,  
Montreal.

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#### THE LAKE ST. JOHN VALLEY.

EVERY day Canadians are having their eyes opened to the wonderful possibilities of their country. New regions with immense natural resources are being constantly brought to their attention. Usually these new fields of enterprise are situated thousands of miles away, either in the Far West or in the Far North. But there is a district of Canada which is being at present exploited that lies not two hundred miles from the ancient capital. This is The Lake St. John Valley, which for extent and resources is second to no other district in the Dominion.

Conjointly, the Quebec and Lake St. John Railway and The Lake St. John Colonization Society have issued a handsome souvenir book about this district, entitled, "Wheat Fields and Industries of Northern Quebec." The contents read in many parts like a fairy tale and the numerous large illustrations bear out the wonders related in the reading matter. The object of the book in its own words is "to tell of the attractions which the Lake St. John country possesses for the farmer and the farm laborer, both in its wheat and dairy lands; for the European workman in its mills and factories; for the lumberman and the miner, and especially for the

capitalist and the speculator who have money to invest in rich forests and mining lands, and in the magnificent waterfalls which furnish such cheap and easy methods of developing the great natural resources of this wonderfully rich and fertile country."

This object has been amply accomplished in the half-hundred pages of this souvenir book. The contents are methodically arranged and the important points receive their due emphasis.

#### A BUSINESS MAN FOR MAYOR.

IT is to be hoped the business men of Toronto will do all in their power to secure the election of Ald. Daniel Lamb as Mayor.

Out of the four men in the field who can be seriously taken as candidates, Mr. Lamb is the only business man. The others are lawyers.

As a business man Mr. Lamb was a success. The fact that he amassed a substantial fortune and years ago retired from active commercial life is proof of this.

But Ald. Lamb's business experience is not his only qualification. He has also had many years of municipal experience; and there is probably no one in the "Queen City" to-day who is better informed on municipal affairs than he is. His honesty and integrity no one has ever called in question, while the office for which he is now a candidate is seeking him, and not he the office.

One of the crying needs of Toronto is the quality of business in the administration of its civic affairs. It naturally follows that if a man with large experience in both commercial and municipal life is placed in the civic chair an important step has been taken toward strengthening the city in that in which it is now so lamentably weak.

#### ADVANCE IN GLASSWARE.

The prices of hollow table glassware were advanced, on January 1, 15 per cent., and of lamp chimneys, 10 per cent. at the same date.

The manufacturers of glassware in the United States have been putting up prices and the Canadian manufacturers are following in their steps.

It is claimed that the cost of production

is greater now than six months ago. The scarcity and high price of soft coal has increased the cost of manufacturing the article, and also, in some instances, higher wages have to be paid the workmen.

As long as the coal market continues high, these advances will be sustained, and it should decline, the price of glassware will likely follow.

#### SCARCITY OF DRIED FRUITS.

IN our market reports some weeks ago we drew attention to the statements made by importers that their customers were ordering a comparatively small amount of Malaga raisins this season, in order to prevent any stock from being left on their hands, and that this would likely result in a shortage on the market before it was wanted. The present condition of the market fully justifies these statements.

For a few years past jobbers have been chopping down their orders for Malaga raisins and some other fruits of the kind, remarking that in the past they had often been unable to dispose of all they bought. But the chopping process has been carried out too well, and we have this year, as last year, a great scarcity of some fruits before the holiday season is scarcely over.

Importers are apparently overlooking the fact that much more of such table luxuries as these are now consumed—or would be if they were supplied—than was the case a few years ago. We are passing through a period of great prosperity, and in such times the public will absorb an astonishing amount of the best of all things to eat, to drink and to wear. So that the quantity of fine fruits that can be disposed of this year can by no means be gauged by what was wanted when the country was less prosperous, and money not so plentiful.

What is said of Malaga raisins applies also to candied peels, which are exceedingly scarce on this market on account of the over-cautious importing.

Our buyers of imported fruits have not been alone in thus misjudging the market. In London the market is reported to be in much the same condition, and for the same reasons, namely, the people had more money to spend than they were thought to have.

At present there is no reason for us to believe that the excellent demand for these lines this year will not be repeated next season. Should that be the case, let us hope that the market will be supplied, if possible, more in accordance with its condition.

### COAL AS A RECIPROCAL POSSIBILITY.

IF there is one article of merchandise in regard to which Canada and the United States should be able to enter into reciprocal arrangements it is coal. In many other articles there is a conflicting of interests. The manufacturers in the United States want, for example, easier access to the Canadian market. The manufacturers in this country, on the other hand, favor legislation that would have the very opposite tendency. The same principle actuates the farmers on both sides of the boundary line.

In regard to coal the same difficulties do not exist, or at any rate in so pronounced a form.

In the New England States the manufacturers and gas-making concerns find it necessary to draw upon the mines of Nova Scotia for a great deal of their bituminous coal in spite of a duty of 67c. per long ton. This is on account of the great distance they are away from the coal fields of Pennsylvania. A duty of 67c. a ton is even less of an obstacle.

Ontario, on the other hand, is wholly dependent on the coal mines of Pennsylvania, Ohio, and West Virginia for its supply. Nova Scotian coal is a perfect stranger in Ontario. Some years ago a cargo did reach Brockville, on the St. Lawrence, but it was the only one, while Toronto, Hamilton, and other cities in the western part of the Province never saw a pound of Nova Scotian coal. Not even during the recent period of scarcity was it in evidence.

Here then is the chief manufacturing Province in Canada dependent on the coal of the neighboring republic, while the chief manufacturing States in the American Union find their natural source of supply in Nova Scotia. On the Pacific Coast the natural source of supply is the coal mines of British Columbia.

The tariff on bituminous coal in both countries has protection to the home product as its object. There is no doubt about it. But as far as the coal trade between this country and the United States is concerned, the respective tariffs can scarcely be termed protective. They may be revenue producing, but that wa-

not the expediency that brought them into existence. It is obvious therefore that the revenue is the only thing that would suffer in either country should the tariff on bituminous coal be concurrently removed.

Last year Canada imported from the United States a little over 3,000,000 tons of bituminous coal, valued at \$5,627,695, while her exports to that country were 1,589,469 tons, valued at \$4,318,681. Of anthracite coal, on which there is no duty, we imported from the United States 1,652,451 tons, valued at \$7,021,939.

### ADVANTAGES OF TRADE JOURNALS.

WHEN the business of a merchant has reached such a point that everything runs smoothly, the merchant should be able to afford a few spare moments to spend in study and thus advance his views and broaden his understanding so that he will be able to take a more prominent part in public affairs and devote his energies to better advantage in the service of the State. And no merchant can better himself more than by reading the various trade periodicals, weekly or monthly, which are issued for the benefit of each branch of the trade.

He should not confine himself to one trade paper alone, but should take two or three. Thus his views may be widened and his powers of thought stimulated and expanded. The more he knows about his trade the better, and a well-informed man has an air of culture about him that makes his personality attractive.

He should not wait until his trade is quiet before reading the various trade periodicals that come his way, but should endeavor to advance his views at every opportunity, and take time to study the market reports and the articles on the successful methods of conducting business that are to be found in these periodicals.

By watching the accurate market reports in the trade publications much money may be saved in buying and selling. There may be indications of an advance in price of some commodity which these papers will report, and the merchant being forewarned is often enabled to buy to advantage before the advance takes

place. And, also, there may be indications of a decline in some article which, if the merchant beforehand perceives, he may dispose of his surplus stock by a special sale before the depreciation in price takes place.

As a proof of the advantage the reading of trade periodicals is to the merchant, it may be pointed out that those who make a practice of reading them are always enthusiastic in their praise.

### ADULTERATED FOODS.

ADULTERATED foodstuffs are just now attracting considerable attention in the United States and Canada. Investigations into the manner in which large quantities of foods in common use were prepared are revealing a state of affairs anything but satisfactory.

At the North Dakota agricultural experimental station, experiments were recently made on food products and their adulteration. The report of these investigations goes to show that there is widespread adulteration of foods in the United States. Preservatives and antiseptics are secretly introduced into food that, after being thus changed, is to some extent modified by the action of the preservative. Foods that do not readily decompose are generally adulterated, and foods thus fortified against decomposition are also generally found to be braced against digestion. Drugs that preserve the food often are poisons that injure the stomach.

Dyes are known to enter largely into the composition of some lines of jams, canned meats, pickles, candies, sausages, carbonated beverages and a host of other things. These adulterants are generally coal tar dyes or anilines.

The report states that there are poisons used to improve the appearance of inferior or damaged goods. A great many of the jellies, jams and preservatives examined at the experimental station were not the genuine article they were represented to be. Apple jelly colored to have the taste and appearance of strawberry, raspberry or currant jam was common.

While the above remarks apply particularly to the United States, it cannot be denied that there are extensive adulterations of some lines of foods in Canada. As pointed out in THE CANADIAN GROCER a short time ago, investigations have been made for some time in Montreal and the analyst of that city found a large percentage of the catsups, pickles, candies, and even sausages, liberally dyed with aniline red and brown dyes to produce the desired color. And this practice, according to the Montreal analyst, is growing constantly and is already common.

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## INSOLVENCY LEGISLATION

An Address on the Subject by  
Duncan M. Stewart, General  
Manager of The Sovereign  
Bank.

MR. STEWART'S reply was as follows: Before coming directly to the subject, I wish to pay my tribute to the excellence of your annual report, and more especially your financial statement. Balance sheets are to a banker what a compass is to a mariner—provided they are correct.

Its chief characteristics are clearness and conciseness and reflect credit alike on your treasurer and the excellence of your system of bookkeeping.

There are just two points I wish to dwell upon, but very briefly. The first of these, I am very glad to observe from the published report of your annual meeting, has been taken up by this Association, viz.: "Insolvency Legislation."

It is only within the past month or so that a prominent commercial body in England placed itself publicly on record as stating that trade between England and Canada was retarded by the absence of a proper bankruptcy law in this country. I do not know to what extent this may be the case, but I can easily understand that the existing conditions here might lead to a considerable restriction in trade between the two countries, because in England they have been accustomed to bankruptcy Acts for generations, and even the laws of the commercial world respecting bills and notes trace their origin mainly to bankruptcy Acts.

I think we are agreed that the present system, by which each Province operates under a different insolvency Act is not satisfactory to the commercial interests of Canada, any more than it is to the mercantile community of Great Britain. What is needed is uniformity of practice, and this, I think, can only be secured by having one insolvency Act operative throughout the entire country and passed by the Dominion Parliament.

Without going into the history of insolvency legislation in Canada, I may say that in my judgment, the Bill introduced by Dr. Fortin, member for the Dominion House, two years ago, is, on the whole, the most satisfactory which has been proposed for many years. When the Bill was first introduced, it created a great deal of discussion, and a most unfortunate, as well as unfair, impression became prevalent that the banks were opposed to it. One or two bankers may have opposed it, but bankers are only human, and differences of opinion exist between them, just the same as they do amongst other members of the commercial community.

I think, however, I am safe in saying in a broad sense, that the interests of the banks and the commercial community are so inextricably associated and dependent one upon the other, that any measure that is beneficial to the trade and commerce of the country cannot injuriously affect the chartered banks, and I am sure no good banker would oppose it. The two main points in previous insolvency Acts which the banks generally opposed were: (1) Deprivation of the right to claim against an insolvent for the full amount of paper discounted, whether in the form of direct loans or customers' paper, and (2) The granting of discharge to insolvents who have not paid a reasonable amount on the dollar to creditors.

After Dr. Fortin's Bill was introduced in the House of Commons, the bankers met the representatives of the leading boards of trade, who were acting in the interests of the merchants, and a satisfactory understanding arrived at on the points mentioned. After that nothing more was heard of the Insolvency Act. It has got to come, however, and the sooner the better. Insolvency legislation involves a great deal more than the mere private interests of corporations or individuals, and I consider a question of morals. We should all unite therefore in the interests of the commonwealth in securing an Act which will at least have these two features distinctly prominent, viz.: The discouragement of reckless trading; and the absolute impossibility of a fraudulent insolvent benefiting pecuniarily by his dishonesty.

I have spoken longer than I intended, but with your kind indulgence I will refer for only a moment to my one other point, and I do so because I am impelled to it by a sense of duty, which this opportunity perhaps renders more than ordinarily incumbent. I refer to the subject of stock speculation. Gentlemen, you have no idea of the wide extent of this pernicious evil. It exists in banks, wholesale houses, shipping offices, and even amongst the farming community, and I feel that a word of warning may not be out of place here. For the benefit of the young men of the commercial world, I would say that I have never known a man of ordinary ability who worked hard and attended strictly to his own business, who did not make a success, whereas it is within the experience of most of us to know men of more than average ability and brains who have been swamped in the vortex of the stock market, who might have been princes among merchants had they devoted all their energies and abilities to the business they understood.

### GRATIFYING INCREASE.

In your annual report I find that the increase in the membership of the Dominion Travellers' Association is greater than any previous year since 1882, and reflects the great activity and growth of the wholesale trade—consequent upon the increased settlement and development of the resources of our country. I congratulate you upon the increase in your membership, but, as you know, the results of our magnificent harvests and the benefits derived from the general expansion of business have not been confined to any one class or section of the community. The prosperity has been widespread and pretty generally distributed, and what is more, I can see no good reason for believing that in the near future we are going to have a halt in this onward march of progress. Canada holds out inducements to the young man today that cannot be excelled, if, indeed, equalled, by any country in the world. But to be successful he must learn to earn his bread "by the sweat of his brow"; he must learn some one line of business, stick to that and master it, and he must carve his way upward and onward by hard work, which is the only royal road to success. He cannot do this and have his mind on the stock market, but in

these days it requires a strong will to resist the temptation to make some of the money for himself which he hears of others making so easily. It is characteristic of men to speak about their profits, but you seldom hear of their losses on the Stock Exchange. During the past two years, however, there has been such an enormous rise in the prices of certain stocks that some men became rich beyond all their expectations, and many a merchant and trader who had worked hard all his life became dumfounded at the apparent ease with which his fellow-citizens accumulated fortunes, besides which the results of his own years of labor and diligence paled into insignificance.

Now, gentlemen, it is only fair to say that I think Montreal has suffered less in this respect than probably any other city in the Dominion, and I attribute this in a large measure to the conservative attitude of our local stock brokers. I know a case in a western city where a broker carried \$25,000 worth of a non-dividend paying stock for a man whose salary was less than \$2,000 a year on a margin of \$1,000.

This is but one illustration of many similar cases which exist, which are bound to lead to the financial ruin of many young men, if the period of depression in stocks is further prolonged. If I do not wish to be misunderstood in this matter, Trading in stocks is just as legitimate as trading in dry goods or boots or shoes. The wholesale merchant buys goods in the expectation of selling them five or six months later and then takes promissory notes which he expects to be paid three or four months after that. He cannot tell whether he will get paid or not and buys his goods wholly on his judgment of the future and with the expectation of selling out at a profit. But he has the advantage of years of experience; he knows his clients, as well as his market, and makes due allowance for emergencies. All that is part of his experience; it is his business, and he is expected to know and understand it. But when he buys stocks and shares, what does he know about them? Does he know the cost of the company's raw material, its expenses, management? Very seldom. Good investments are to be had from time to time and it is not amiss for a merchant to put some of his surplus funds into them. But he should be sure he has the surplus. The young man who waits till his business is in that position will have sufficient experience to guide him in case he wishes to put some spare cash into the stock market. It is to the young traveller, the young clerk and the embryo merchant, particularly, I direct these remarks.

Much of the success of the banquet was due to the following gentlemen, who composed the banquet committee:

Messrs. James Robinson, chairman; S. A. Agnew, W. P. Beauchamp, Fred Birks, F. S. Cote, James Croil, L. O. Demers, J. S. N. Dougall, E. F. Doutre, J. F. L. Dubreuil, J. T. Dwyer, W. H. Evans, A. D. Gall, F. X. D. De Grandpre, D. M. Lefebvre, G. A. Mann, C. M. Mills, P. J. Paradis, John Paterson, Charles Roberts, Gus Tasse, R. C. Wilkins, and H. W. Wadsworth, secretary.



**"WE ASSERT"**

**"SALADA"** Ceylon Green Tea.

that it would have been manifestly absurd for us to have exploited **"SALADA"** Ceylon Natural Greens in competition with Japans had we not known "Absolutely" and beyond "Per-adventure" that they possessed "Superior Merit" as a motive power to give them a "Leadership" over Japan Teas. . . .

Look at the statistics to-day!

During the 3 years' competition Japan imports have declined 50 per cent. It's an unpalatable pill for the Japanese Tea interests. But Merit alone can hold it's own in this Keen, Practical, Competitive Age. . .

May we ask you, Mr. Grocer, what are your views on the subject?

Our long, varied and successful experience may suggest some ideas valuable to an inquirer. We are always at your service. . . .

The **"SALADA"** Tea Co., Toronto or Montreal.



Have **YOU** bought the

**Old Reliable?**

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

**EVERY CAN GUARANTEED.**

**LILY WHITE GLOSS STARCH**



**Our New 6-lb. Tin is a Beauty**

Add a case to your next 10-box Order.

**The Brantford Starch Works, LIMITED, Brantford, Ont.**

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# MARINERS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, December 31, 1902.

### GROCERIES.

**T**RADE this week has been quiet in groceries. Up to the day before Christmas the demand for fancy groceries and dried fruits was well sustained and wholesalers are well satisfied with the amount of business transacted by them the past two months. There have been a few orders coming in by mail for dried fruits, peels and other lines of groceries, but otherwise the market is lifeless. Canned goods are dull and no interest is being displayed in coffees. Sugars are quiet and teas, though quiet, are firmly held at previous quotations. The primary market is reported exhausted for Valencia raisins, and, in consequence, the Californian seeded raisins are gaining strength. There have been no changes in prices during the week.

### CANNED GOODS.

The canned goods market is quiet throughout its entirety. There is some jobbing interest on future account being displayed in corn, peas and tomatoes, and the prices quoted are 90c. to \$1.40 for peas; 87½c. to \$1.15 for corn and \$1.65 to \$1.85 for tomatoes. Fruits are lifeless with prices nominally maintained at 90c. to \$1 for apples, 3s; \$2.10 to \$2.25 for cherries; \$1.40 to \$1.80 for raspberries; \$1.50 to \$1.75 for strawberries and \$1.75 to \$1.90 for peaches. Salmon is quiet. We quote: Fraser River sock-eye, \$1.50 to \$1.52½; Northern, \$1.40 to \$1.45, and Horseshoe, \$1.50 to \$1.52½.

### COFFEES.

There is little business being transacted in coffees on the local market. On the markets outside notices were freely issued for the delivery of coffee on January contracts and prices declined 5 points. The present and prospective supplies are far ahead of all requirements. The world's visible supply is equal to a big crop. Hence the markets are gradually giving way in prices under the above natural conditions. We quote as follows: Green Rios, No. 7, 3¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

### NUTS.

There is now little demand for nuts. The stocks in local hands are light, the heavy buying antecedent to Christmas having cleared out the jobbers of supplies. There was little feature presented in the outside markets in nuts and the tone generally was easy.

### RICE AND TAPIOCA

With the holidays there has been a great falling off in the demand for rice. Tapi-

oca is also quiet. Advices from the primal points on rice continued of an encouraging character and the tone of the outside markets held firm. Tapioca abroad was firm and quiet. We quote: Rice, standard B, 3½c.; Patna, 4¾ to 5c.; for Japan, 5½ to 6c.; Sagah, 3¾ to 4c. and tapioca, 3¼ to 3½c.

### SPICES

The only feature of the local spice market is the dullness in business, there being hardly any buyers on the market during the week. The prices for cloves on the outside markets are hardening, the bullish tone being caused by the reports of damage to the crops in the East, especially in Amboyna. Zanzibar cloves advanced a little and pepper, cloves and nutmegs are firm abroad with an advance expected by many with the full resumption of business following the turn of the year. We quote: Pepper, black, 18 to 19c.; white, 23 to 27c.; ginger, 22 to 25c.; cloves, whole, 14 to 35c.; cream of tartar, 24 to 30c.; allspice, 13 to 16c.

### SYRUPS AND MOLASSES.

Locally the tone of the syrup market held firm. Business was quiet, dealers,

**See pages 39 and 40 for  
Toronto, Montreal, St. John  
and Halifax prices current.**

generally, reporting holiday dullness. Only a limited amount of interest was shown by buyers for molasses, which, however, was firm on the outside markets, as there were moderate stocks on hand, and as on the turn of the year there is anticipated an improvement in the demand no disposition was shown to push sales.

### SUGAR

Owing to the holidays there is nothing of especial interest to note in the sugar situation at home and abroad. The week closes on a quiet market. There is rather an easier tone to the raw sugar markets abroad, and the sale of a cargo of Javas in Boston was transacted at a basis equal to 392-100c. c.i.f. for 96 deg. centrifugals. This is showing a decline of about 1-32c. Buyers do not care to continue on this basis and will not bid over 3¾c. for 96 deg. The present supplies are sufficient for all immediate requirements. The market closed in Europe for the holidays on the 24th inst. The prices of 88 deg. raw beet sugar on that date were 8s. 1¼d., f.o.b., Hamburg, for December and January shipments. In

Cuba grinding has now fairly commenced and last advices show 31 central factories in full operation against 29 at the same time last year. The Cuban reciprocity Treaty is still in the hands of the Senate of the United States and will not be settled till after Congress meets, which will be on January 5. At present the treaty provides for a reduction of 20 per cent. on duty on Cuban sugar at United States ports.

Receipts for the week at the three United States ports were less than 19,000 tons. The meltings remained at the high figure of 34,000 tons, thus reducing stocks for the week by 15,000 tons, and they now stand at 138,815 tons, or, say, 20,000 tons greater than at the same time last year.

In local refined the situation is without feature. Travellers are all in for their holidays and stock-taking has commenced, so that without speculative inducements dealers are absolutely indifferent. Purchases are made only for barest actual requirements, but a revival of interest is looked for after the turn of the year.

### TEAS.

A dull market is reported by local jobbers for all grades of teas, green and black, but the tone of the market holds firm through the entire list. The holiday season in London, which was over on January 1, was observed by there being held no auctions on the market there, which is in nominal shape, but firm both in Indian and Ceylons. Cable advices report an inquiry for stocks of desirable grades and a demand for teas in Indians and Ceylons of fine style at 18 to 20c., and cheap and flavored teas at 5¾ to 7d. 7¼d. would be paid for desirable goods. The stocks of this class of goods are light both on the spot and on the London market. Japan makes of Ceylon and Indian teas are in demand and the supply is light at 17½ to 20c. for well-made goods of this description. These imitation Japans, as far as quality and price goes, could not be improved upon. A private letter from London, England, bearing the date of December 17, states that there was still an active business being transacted in all lines of teas and that the market was firm. The Calcutta and London markets closed just afterwards.

### FOREIGN DRIED FRUITS.

**CURRENTS.**—There are a few sorting-up orders coming in by mail for currants. Cable advices from Greece report that market stronger for fine Amalias. The local prices are steady at 5¼c. up

for fine Filiatras: 6½ to 6¾c. for Patras and 7 to 8c. per lb. for Vostizzas.

**VALENCIA RAISINS.**—There is a little inquiry for these on the local market. Reports from the other side state that stocks are light and little offering. Fine off-stalk are quoted locally at 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

**SULTAN RAISINS.**—There is no jobbing interest at present being shown in these raisins. The prices are steady at 9 to 13c. per lb.

**DATES.**—There is a little inquiry for these. The London market is higher with stocks reported exhausted and some inquiry for importation from New York. The local prices are firm. We quote as follows: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

**PRUNES.**—Little interest is being shown in prunes. Coast advices report a strong market with holdings concentrated in a few hands. Our quotations are as follows: 100-110s, 4 to 4½c.; 90-100s, 4½ to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

**FIGS.**—These are quiet. We quote as follows: Tapnets, 4c.; Naturals, 8c. and Elemes, 10 to 15c. per lb.

**CALIFORNIAN SEEDED RAISINS.**—The local market for these is quiet and firm, increased strength being imparted to the situation by the strong position of Valentias. We quote: 8½ to 9c. per lb. for 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8 to 8½c. and 4-crown, 9c. per lb.

**CALIFORNIAN EVAPORATED FRUITS.**—These are dull. The outside markets for peaches and apricots are steady. Prices are as follows: Apricots, 8 to 12c. and peaches, 8 to 12c. per lb.

#### GREEN FRUITS.

The volume of business in green fruits after the holidays has, as usual, fallen off considerably. Trade now is moderately brisk, with a few orders coming in from all over the city. The outlook is bright for a healthy demand from this out from the country, as the outside merchants did not buy green fruits so heavily this year as before for their holiday requirements. Consequently stocks in the country must be light. The prices of Californian and Florida oranges have declined 25c. per box. Malaga grapes have been put down 50c. per barrel. The prices of other lines are steady and the stocks now offering are not large. Some of the merchants are selling off by auction the stuff left over from the Christmas trade. We quote as follows: Californian oranges, \$3.50 to \$3.75 per box; Florida oranges, \$3.15 to \$3.60; Mexicans, \$2 to \$2.50; Jamaica oranges, \$2.50 to \$3, in boxes, and \$5.50 in barrels; Valencia oranges, \$1.50 to \$6.00 per box, according to sizes; pineapples, \$1.50 per crate; grape fruit, \$3.50 to \$4.50 per box; Malaga grapes, \$5 to \$7 per bbl.; winter apples, \$1.50 to \$2.50 per bbl.; fancy Jersey cranberries, \$10.50 per barrel; Cape Cod, \$9.50 per barrel; sweet potatoes, \$4.50 per barrel; bananas, \$1.25 to \$1.75 per bunch for ordinary, and \$2.25 to \$2.50 for large bunches; Californian lemons, \$1.25 to \$1.50 per case; Messina,

\$3.25 to \$3.50 per box; cucumbers, \$2.50 per dozen.

#### COUNTRY PRODUCE.

**EGGS.**—There is a good demand for all lines of eggs and the prices are well maintained. We quote: Cold store, 18 to 22c. per dozen; lined, 17 to 18c. and seconds, 14 to 15c. per dozen.

**BEANS.**—There are not many beans offering and good samples are hard to get. The demand, however, is only fair, owing to the high prices at which stocks are being held. We quote as follows: Hand-picked, \$2 to \$2.10 per bushel, and prime, \$1.75.

**DRIED AND EVAPORATED APPLES.**—The market is dull. We quote: Dried apples, 4 to 4½c. per lb.; evaporated apples, 6½ to 7c.

**HONEY.**—Trade is quiet. Prices are unchanged. We quote: 8 to 8½c. for extracted clover and \$1.25 to \$1.75 per dozen for comb. Honey in glass jars is worth \$1.50 to \$2 per dozen.

**POTATOES.**—There are lots of buyers for potatoes but hardly any supplies are coming forward. The prices are nominal at \$1 per bag in carlots on track.

#### BUTTER AND CHEESE.

**BUTTER.**—There have been moderately large receipts of large rolls of dairy butter. Choice dairy tubs and 1-lb. rolls are scarce. All fresh dairy butter of fine quality is in good demand. There is also a fair volume of business being transacted in the creamery product. We quote: Finest 1-lb. rolls, 18 to 20c.; large rolls, 17 to 18c.; selected dairy tubs, 16 to 18c.; secondary grades (showing feed), rolls or tubs, 15 to 16½c.; bakers', 14 to 15c.; creamery prints, 22 to 24c.; solids, 20 to 23c. per lb.

**CHEESE.**—The market is steady. The outside prices are firmly maintained. The local demand is good. We quote as follows: Finest Septembers, 12¾ to 13¼c. per lb.

#### POULTRY.

**DRESSED POULTRY.**—Ducks, chickens and geese are in good demand. Turkeys are not so much wanted, as the public seem to like a change after Christmas. The receipts are light. We quote: Ducks, \$5c. to \$1.10 per pair; chickens, 40 to 75c.; geese, 10 to 10½c. per lb.; turkeys, 12½ to 14c.

**LIVE POULTRY.**—The arrivals of live poultry are light and the business is about over for the season. The prices are as follows: Turkeys, 10 to 11c.; ducks, 8 to 10c.; geese, 6 to 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per lb.

#### FISH.

Trade in fish has dropped off with the cold weather. The public do not care so much for frozen fish and are going in more to buy meats. Sea herring are scarce and in good demand. There is a good active business being transacted in dried codfish. Oysters are still active and firm. Prices are steady, and our quotations are now as follows: Frozen fish, trout, 7 to 8c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; smelts, 8 to 10c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$4.05 to \$4.80 in small pails (3-wine gals.), and \$6.75 to \$7.50 for large; smoked ciscoes, \$1.25 per basket; Digby herring, 65c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, \$4.50 for 25-lb. boxes and \$1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c.

per lb.; kippered herring, \$4 per case of 4 doz. tins; Labrador herring, in ¼-bbls., \$3 and lake herring, \$4; salt sea salmon, \$8 to \$10 per 100 lb.; salt sea mackerel, \$2 per kit; lake herring, frozen, \$4; frozen sea herring, \$1.50 to \$2 per 100; bloaters, Yarmouth, \$2 to \$2.50 per 100.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN.**—The receipts of grain continue small and prices are unchanged. We quote: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 32c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bushel, on track, Toronto.

**FLOUR.**—There is still some demand for all grades of flour, principally in small lots. The market is steady and unchanged. Our quotations are as follows: Ontario patents, in bags, \$3.35 to \$3.65; Hungarian patents, \$4.10 to \$4.20; Manitoba bakers', \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50 per bbl.

**BREAKFAST FOODS.**—For the season a fairly satisfactory business is being transacted in oatmeal, rolled oats and other standard lines of breakfast foods. We quote: Oatmeal, standard and granulated, in carlots on track, \$4.30; standard rolled oats, in carlots, \$4.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, \$2.25 per 100 lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4, in bags; in wood, 15c. extra; Swiss food, per case, \$2.88.

#### HIDES, SKINS AND WOOL.

**HIDES.**—There are plenty of hides being offered, but the bulk is of poor quality. The market continues weak with no quotable decline in prices. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

**CALF SKINS.**—The market for these is in a healthy condition. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

**SHEEPSKINS.**—The market is steady at 75c. for sheepskins.

**WOOL.**—A strong feeling continues to pervade the wool market and the prices are well maintained. We quote as follows: Unwashed wool, 8 to 8½c.; fleece wool, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

**TALLOW.**—There is no change in the tallow situation. For tallow, 6 to 6½c. is being paid on track, Toronto and 6½ to 6¾c. is being asked for delivery from stock.

#### SEEDS.

The seed market continues dull and featureless. There are little or no offerings and the prices are nominal and unchanged. We quote: Red clover, \$6.25 to \$6.75 at outside points; alsike, \$5.75 to \$6.75, and timothy, \$1.50 to \$1.85 per bushel. Extra good samples would bring better prices than the above, while inferior and low-grades would have to be bought at considerably less to realize a fair margin of profit to the purchaser.

#### MARKET NOTES.

Californian and Florida oranges have declined 25c. per box.

Malaga grapes have declined 50c. per barrel.

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**PEACHES,**

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**CLEMES BROS.,**  
TORONTO.

**QUEBEC MARKETS.**

Montreal, December 31, 1902.

**GROCERIES.**

**C**HRISTMAS week was, of course, a quiet one with wholesalers, and New Year's week is the same. The market has been steady on almost all lines. Remittances are reported to be fairly good, though in the matter of city collections there is some complaint. A slight advance has been made in American canned meats. The price of 1-lb. corned beef is \$1.75; 2 lb., \$3.25; ox-tongues, 1½ lb., \$7.60; 2 lb., \$9; 2½ lb., \$11, and 3 lb., \$13.10.

**SUGAR.**

There has been no change in the price of sugar nor in the condition of the local sugar market. Business has been very quiet, as is usual at this season of the year, what movement there is being chiefly shipments of former purchases. Granulated is now quoted on a basis of \$3.80 and yellows at \$3.15 to \$3.75.

**TEAS.**

Jobbers report that an improved demand for teas is noticed on all grades this week, and several good orders from the west have been received. This, they believe, is the result of light stocks. The retail trade in December has been very good and now that there appears but little likelihood of lower prices, buyers are commencing to make purchases more freely. This condition of affairs also extends to Japan teas, in which there is a decided improvement in the demand in spite of the continued high prices. There has been no change of importance on any of the foreign markets, and locally the quotations are about the same as a week ago.

**SYRUPS AND MOLASSES.**

The demand for corn syrups is light and the market remains quiet at unchanged prices. Quotations are as follows: In barrels, 3c.; in ½-barrels, 3½c.; in ¼-barrels, 3¾c.; in 38½ lb. pails, \$1.40 and in 25 lb. pails, \$1.10. As to molasses, there is some business doing in Barbados, and the market shows a little more activity than a week ago. The demand, however, is chiefly for small lots. We quote as follows: Barbados molasses, 23 to 24c.; New Orleans, 16 to 17c.; Antigua, 21c. and Porto Rico, 38c.

**SPICES.**

There is no particular change to note this week. The demand is light. Cloves continue easy, but are not lower in price. Quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

**RICE AND TAPIOCA**

A fair trade has been done in rice and tapioca, but the market rules quiet this week. Quotations follow: B rice, in bags, \$3.02½; in half-bags, \$3.07½; in quarter-bags, \$3.12½; in pockets, \$3.17½. In ten-bag lots an allowance of 10c. is made. CC rice, \$2.92½, in bags; \$2.97½ in half-bags; \$3.02½ in quarter-bags and \$3.07½ in pockets. In the open territory prices

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are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

#### CANNED GOODS.

The market is firm all round. Peas are said to be scarce in some houses, but there has been no change in the price as yet. Quotations are: Tomatoes, \$1.60 to \$1.75; corn, 95c.; peas, 95c. to \$1.20; string beans, 87½c. to 90c.; strawberries, \$1.45 to \$1.60; blueberries, \$1.25; raspberries, \$1.45 to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2s, \$1.60 to \$1.70; 3s, \$2.10 to \$2.15; peaches, 2s, \$1.65 to \$1.70; 3s, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per dozen; spinach, \$1.50; sugar beets, 95c. to \$1; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

#### FOREIGN DRIED FRUITS.

**CURRENTS.**—Trade this week is quiet and the market is unchanged as to price. Our quotations are as follows: Fine Filiatras, 3½c. in cases; cleaned, 5½c.; in 1-lb. cartons, 6¼c. and finest Vostizzas, 6¼ to 7c. per lb.

**SULTANA RAISINS.**—This week there is no change whatever. We quote 9 to 12c. per lb.

**VALENCIA RAISINS.**—There is not much demand, but the market is firm owing to very light stocks. We quote: Finest off-stalk, 7 to 7½c.; selected, 7½c. to 8c. and layers, 8 to 8½c. per lb.

**FIGS.**—There is not much doing. Comadres sell at \$1.20 per tapnet and Eleme table figs at 10½ to 20c. per lb.

**DATES.**—These are in fair supply at 4½c. per lb. for Hallowees.

**CANDIED PEELS.**—The market is almost bare. Some wholesale houses have been trying in vain to procure some on this market.

**MALAGA RAISINS.**—Wholesale stocks have become very light and prices are firm. Some brands are entirely out of the market. We quote: London layers, \$1.75 to \$1.90; "Connoisseur Clusters," \$2.15 to \$2.50; "Royal Buckingham Clusters," quarter boxes, \$1.15; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼s, \$1.30 to \$1.40.

**CALIFORNIAN RAISINS.**—There is very little doing in a wholesale way. The market, however, is firm for seeded raisins. We quote as follows: Loose muscates, 7½ to 8c.; seeded, in 1-lb. packages, 9¼ to 10c.; in 12 oz. packages, 7½c. per lb.

**PRUNES.**—Business in prunes this week with the wholesale trade is quiet. Prices are unchanged. Our quotations are as follows: 8½c. for 40-50s; 8c. for 50-60s; 7½c. for 60-70s; 7¼c. for 70-80s; 6¾c. for 80-90s; 6¼c. for 90-100s. Oregon prunes (Italian style) are quoted as follows: 40-50s, 7½c.; 50-60s, 7 to 7½c.; 60-70s, 6¼c.; 90-100s, 4½ to 4¾c. per lb.

#### NUTS

New shelled walnuts are now on the market and the price is 1c. lower. On the other lines there is no quotable change. Prices are firm. We quote: Walnuts, 12½c. to 13c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 25 to 26c. and shelled almonds, 28c.; filberts, 9¼c.; Pecans, 15c.; Brazil nuts, 14½ to 15¼c.; peanuts, roasted, 7½ to 11c. per lb., according to the brand.

#### GREEN FRUITS.

The demand for green fruits of almost all sorts is still good. Cranberries are

now sold on this market at an advance of \$1, and the price is very firm. Cranberries, owing to much stock in Nova Scotia being frozen will be very scarce throughout the season. Mexican oranges are off the market at present, but are expected to arrive again before long. Our quotations for the week are as follows: Jamaica oranges, \$2.75 per box and \$4.50 to \$5 per bbl.; Californian navels, \$4 per box; Valencias, 714's, \$5.25 per box and 420's, \$4.50, and Messina lemons, \$4.00 per box; coconuts, \$3.50 per bag of 100; bananas, \$2 per bunch; Cantoes, \$1.15 to \$1.30 per bbl.; pears, \$3.25 and limes, \$1.50 per box; Canadian apples, in bbls., \$3.50 to \$4.50 and baskets, 20 to 30c.; Spanish onions, 65c. per crate and \$2 per case; sweet potatoes, \$5 per bbl.; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$12 per bbl. and red onions, \$2 per bbl.; chestnuts, 9 to 10c. per lb.; pineapples, 25 to the case, \$5; Almeria grapes, fancy heavy weights, \$7 per keg; choice heavy weights, \$6.50 per keg; ordinary, \$5.50 per keg; Californian celery, \$5.50 per case; grape fruit, \$3.75 to \$4.50.

#### FISH.

A satisfactory trade has been done this season and the market is in a healthy condition. Lent, in 1903, will come later than usual, and the demand for salted fish is correspondingly slow. Haddies are slightly higher this week, dore and pike are lower, owing to more liberal supplies, and No. 1 green cod is 25 to 50c. lower per barrel. Dealers are pretty well supplied with cod now and the market is quiet. Supplies are also good. About 2,000 boxes are held in Montreal and about 4,000 in Quebec city. Tommy cods are now on the market in fair supply and are quoted below. Our quotations are as follows: Haddies, 6½ to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3¼c. per lb.; dore, 6c.; pike, 4c.; halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, \$5.50 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl.; No. 1 Scotch herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, \$5.50 per bbl. and mackerel, \$20 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4 to \$4.50 per 100-lb. bundle; British-Columbian salmon, \$12.50 per barrel; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.45 per dozen; Canadian kippered, \$1.00 per doz.; Canadian ¼ sardines, \$3.50 to \$3.75 per 100; canned Cove Oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$6 to \$7.50 per barrel; tommy cods, \$1.85 per bbl.; No. 1 smelts, 7c. and No. 2, 4½c. per lb.

#### BUTTER AND CHEESE.

**BUTTER.**—Finest creamery is quoted ½c. lower this week, being 22½ to 23c. per lb. The market is not active and some difficulty is experienced in disposing of goods. As a consequence holders are inclined to shade prices. The market for grades under finest is dull.

**CHEESE.**—Quite a good business was done in cheese during the past week both for local and export account, and the market is firmer with prices about ¼c. higher. Finest fall makes now sell at 12½ to 12¾c. Tail ends are practically all cleaned up. A steady market is expected by dealers.

#### COUNTRY PRODUCE.

**EGGS.**—The only quotable change to be noted this week is in candled stock which

is ½c. higher. The market is very firm under a fair demand. We quote as follows: Selected, 25c.; candled stock, 20 to 20½c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per dozen.

**POULTRY.**—Choice turkeys are slightly higher this week. The market is quiet. Supplies are limited and prices are in consequence maintained. We quote as follows: Choice turkeys, 14 to 15c.; ordinary, 12½ to 13c.; choice chickens, 11 to 12c.; ordinary, 8 to 10c.; ducks, 10 to 13c.; geese, 7 to 9c. per lb.

**POTATOES.**—The market has been gathering strength and prices have been steadily advancing throughout the week. They are now from 5 to 10c. higher. Choice stock is selling at 85c. and ordinary at 75 to 80c., in carlots, and in jobbing lots at \$1 to \$1.05.

**BEANS.**—The market is still quiet. Primes in carlots are worth \$2 per bush., and \$2.05 to \$2.10 in small lots.

**HONEY.**—During Christmas week the price of honey advanced from ½ to 1½c. There is, however, at present but a small business doing. White clover in comb sells at 12½ to 13½c.; white strained, 8½ to 9c. and buckwheat, strained, 6½ to 7c. per lb.

**MAPLE PRODUCTS.**—There has been no change whatever and trade is still dull. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

**ASHES.**—Prices are higher this week and the tone of the market is stronger. We quote: First pots, \$4.40 to \$4.45; seconds, \$3.75 to \$3.80. Pearls remain at \$6.25 per 100 lb.

#### FLOUR AND GRAIN.

**FLOUR.**—The only quotable change occurs in straight rollers, which are 5c. lower. There is a fair demand for flour. We quote as follows: Choice Manitoba spring patents, \$4.20; seconds, \$3.90; strong bakers', \$3.50; straight rollers, \$3.60 to \$3.70; winter wheat patents, \$3.75 to \$4.

**GRAIN.**—Trade is not particularly active this week, although there has been some movement for both local and export account. Peas are firmer. Oats are ½c. lower, but the market is steady. We quote: Rye, 49½ to 50c., east; peas, 73½c.; old corn, 65c.; buckwheat, 50½c., east; barley, 54c.; oats, 35½c. ex-store.

**FEED.**—Ontario bran and shorts are 50c. higher. Small offerings have resulted in giving a firmer tone to the market. Prices are: Manitoba bran, \$18.00 and shorts, \$20; Ontario bran, \$17.50 to \$18, shorts, \$19.50 to \$20; mouillie, \$23 to \$30, according to quality.

**OATMEAL.**—Rolled oats have eased off somewhat owing to larger supplies, and in carlots the price is \$4.20 to \$4.25 per bbl.; \$1.95 to \$2.05 per bag. In jobbing lots the price is \$4.60 per bbl and \$2.25 per bag.

**BALED HAY.**—The market continues active and prices are steady and unchanged. Quotations are: No. 1 timothy, \$9 to \$10; No. 2, \$8 to \$8.75, and clover, \$6.50 to \$7 per ton, in carlots.

#### RAW FURS.

Receipts of raw furs this week have been large, owing, in a measure, to the holiday season. Considering the character of the market this year, however, the business during the past week and this is

# 1903

Allow us to wish you a prosperous year in 1903, and there is no doubt you will help to increase your prosperity by giving your customers the best that is going in all lines.

## St. Lawrence Granulated

stands at the top of Sugars. It is acknowledged by everyone who takes the trouble to investigate to be the perfection of Refined Sugar. Do not take our word for it only, but compare it for yourself.

---

### St. Lawrence Sugar Refining Co.

MONTREAL.

 Limited

fairly satisfactory. Fox skins are still wanted, and the prices are firm. We now quote:

	Large	Medim	Small	Kitts			
BEAVER	Labrador and choice Eastern	\$6.00	\$5.00	\$2.75	\$1-1.50		
	Territory Rocky Mountains and Western						
	Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75		
	Partly Prime, or, No. 2	4.00	3.00	2.00	.50		
	Unprime, or, No. 3	3.00	2.00	.75	.40		
	Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25		
						Fall Beaver \$2.00 to \$2.50 per pound.	Spring Beaver \$2.00 to \$2.25 per pound.
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3	4
	Brown	12.00	7.00	5.00	2	.50	\$2.00 to \$8.00
		1	2	3	4		1.00 to 5.00
BADGER	Of all sections	.50	.25	.10	.05		
		Dark	Brown	Pale	2	3	4
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50
	Territory and Western	6.50	5.00	3.50	2.00	1.00	.50
		Large	Small	2	3	4	
FOX	Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20	
	Territory and Western	4.00	2.75	1.40	.50	.20	
		Dark	Fair	Pale	2	3	4
	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50
	Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50
	Pacific Coast, Territory and Western	50.00-40	35.00	20.00	15.00	5.00	2.50
		Large	Medim	Small	2	3	4
LYNX	Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25
	Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20
		Dark	Brown	Pale	2	3	4
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25
	Territory and Western	3.50	2.25	1.50	1.00	.60	.20
	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
		Large	Medim	Small	2	Large	2 Small
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.30
	Territory and Western	1.50-2.00	1.50	1.00	.75		.25
		Spring	Winter	Fall	Kitts		
MUSKRAT	Eastern, best large	10 to 13	8 to 10	2 to 5			
	Territory and Western	3 to 10	.07	2 to 4			
		Large	Small	2	3	4	
OTTER	Labrador and far North-Eastern	\$10-\$14	7.00-10	5.00	2.50	2.00	\$1.00 to \$2.00
	Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50
		Large	Small	2	3	4	
RACCOON	Black Value according to darkness, size and beauty	75-1.25	.60-75	33-50	.25	.15	
		2.25	2.00	1.00	.50	.25	
		Black	Shrt	StLong	St	White	
SKUNK		75-1.25	.75	40-50	.05-15		
		Dark	Brown	Pale	2	3	4
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25
CASTOREUM		\$5.00 to \$6.00	per pound.				

MONTREAL NOTES.

Butter is 1/2c. lower.  
Shelled almonds are 1c. lower.  
Cranberries have advanced \$1 per bbl.  
American canned meats have gone up slightly in price.

NEW BRUNSWICK MARKETS.

St. John, N.B., December 29, 1902.

THIS will be the last report for the present year. In St. John it has been a good year, both because of the volume of business done and the average profit made. The markets have largely favored dealers, and by the aid of the Wholesale Grocers' Guild they were able to take advantage of them as never before as well as making a fair profit on an even market. Christmas was a lovely day, but no snow. It arrived on the following day. Business is very quiet. This is about the only week in the year the travellers are in. In the markets, rice is quoted higher and the same is true of cream of tartar.

OIL.—The advance in burning oil continues in a regular way. It is the strongest market we have had for some time. The city feels it more than the dealers outside who hold quite large stocks. In the city the stock is practically all held by the two oil companies. In paint oils, particularly linseeds, the low price at which spring deliveries are quoted has resulted in the booking of large business. Lubricating oils have but a light demand.

SALT.—As reported last week Liverpool coarse salt has been marked up because of the high price of coal in England. Coal is the chief factor there in the price of salt. Here, the freight is of much importance. This season, both being high, gives us full figures and a firm market. There is a fair business. In Canadian fine salt the present sales are light. Our quotations are as follows: Liver-

pool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1.10 per bag; cheese and butter salt, bulk, \$2.25

to \$2.35 per bbl.; 5-lb. bags, \$3.10 per bbl.; 10-lb. bags, \$2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, \$1.90 to \$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—American tomatoes continue to arrive. Twos are having considerable attention. They are new on our market, but the price of threes is high. They find quite a demand. Corn and peas are held at full figures. Salmon are quite a full stock. There is a wide range in price. Some pink fish, extra good value, are offered. In fruits, there is little new. Capes, which are lower than in the west, have but a fair sale. Except blueberries, fair stocks are held. Lobsters have a light demand. While prices were so high the local sale dropped off. In domestic sardines, haddies and herring, prices rule low, too low, compared to cost. They are poorly marketed.

GREEN FRUITS.—The rather mild weather has been of great advantage to the dealers. Large lots of stuff have been moved. In oranges, Jamaicas have been quite poorly supplied, but further arrivals are due. Some fine Floridas are offered. Californians are just fair stock. Valencias improve in quality and the price is somewhat lower. Lemons have a ready sale at lower figures. Apples do not move as freely as usual. The sale of Malaga grapes has been large. Cranberries are about out of the market. Cape Cod stock is very high.

DRIED FRUITS.—Californian stock was very late this season, particularly seeded raisins. One of the large shippers has not yet landed his supplies, and another house landed a car of mixed seeded and loose the day before Christmas. A third house had a car of apricots, peaches and prunes on the road seven weeks, arriving just before Christmas. This was very annoying. It is said the seedling plant on

the Coast is far too small to handle the business. Seeded raisins are quoted higher and all lines are firm. Currants keep low. Dates are higher. Figs have a light sale. Evaporated apples are easy. Onions are dull.

DAIRY PRODUCE.—Eggs hold quite firm at full figures. Prices, however, have not been extreme. Butter is quite plentiful, but best stock continues scarce and commands a good figure. This is not a large market for cheese, and the high price has also affected the sale.

SUGAR.—There are quite large stocks held. Prices have shown no change for some time, much to the disappointment of the trade. The situation is firm.

MOLASSES.—In this line business is fairly steady, but no large lots are moving. The stock is not large and the holders are not pushing sales, being inclined to advance prices.

FISH.—This is the season of fresh fish, but receipts are very light. Cod and haddock, the standards, are scarce and higher prices are asked. This causes finnan haddies to be scarce. Sometimes green stock is brought from Boston, but at present it is high there. Dry cod is unchanged. Pollock is firm. Pickled herring are rather easier. Frozen herring are scarce and likely to remain so. Smelt is quite plentiful at present. Our quotations are as follows: Haddies, 5 to 5 1/2c.; smoked herring, 11 1/2 to 12c.; fresh haddock and cod, 2 1/2 to 3c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100 lb.; pickled herring, \$1.75 to \$2 per 1/2-barrel; dry cod, \$3.25 to \$3.50; pickled shad, per 1/2-barrel, \$6; frozen herring, 85c. per 100; smelt, 5 to 5 1/2c. per lb.

FLOUR, MEAL AND FEED.—There is a fair sale of flour for the season. Little change is to be noted in price. Feed is still scarce and high. Oats and oatmeal are quite firm at full figures. Beans are in fair demand. Cornmeal has a large sale. We quote: Manitoba flour, \$4.80 to \$4.85; Ontario, \$4.25 to \$4.35; oatmeal, \$4.50 to \$4.60; cornmeal, \$3.10 to \$3.15; middlings, in small lots, \$26 to \$28; oats, 40 to 44c.; handpicked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.30; yellow eye beans, \$2.80 to \$3; split peas, \$5.15 to \$5.25; barley, \$4.25 to \$4.30; hay, \$9 to \$10.

ST. JOHN NOTES

May the new year be your best year.  
George E. Barbour is offering both twos and threes, American tomatoes.

Robt. Jardine, selling "Crown" brand hops, has found a very active demand.

The tea department of Baird & Peters this week play the grocery department a game of hockey. The tea department are very confident. They feel "Vim" is a winner.

The first car of dried fruits to be shipped to St. John by Castle Bros. arrived here last week. Through some fault of the railway it was seven weeks on the road. It consisted of prunes, apricots and peaches.

J. Wilson, tea broker, Front street east, Toronto, has renovated his office with a coat of paint.

There were passed this week through the U. S. Customs for consumption in the United States, 89,721 pounds of "Salada" Ceylon tea.

W usual New to his labor been menci bec P McNe carry here. Mr street agent etc., inter, leave two lines, able Wotl porti sever & C May Boar S. has busi whic in C he l Spic and Son H. into part pan and nan two und The two this giv S. son and firm Te Ro rin De ea s

**PERSONAL MENTION.**

**W**M. H. DUNN, commission merchant, Montreal, has been spending, as usual at this season of the year, a week in New York, in order to report personally to his firms there the result of his year's labor on their behalf. The past year has been a successful one with him. Commencing January 1, he represents in Quebec Province (except Quebec city) Libby, McNeil & Libby, of Chicago, and will carry a complete stock of their products here.

Mr. I. S. Wotherspoon, 17 St. John street, Montreal, who is the Canadian agent for Brand & Co.'s beef teas, sauces, etc., and also represents the pork packing interests of Lipton, Limited, is about to leave for England, where he will secure two more important agencies for grocery lines, particulars of which are not obtainable at present. In the spring, Mr. Wotherspoon will go into the produce exporting business, in which he has had several years' experience with A. A. Ayer & Co., and with Hodgson Bros. After May 1 his offices will be moved into the Board of Trade building.

**TO AVOID MISTAKES.**

S. H. Ewing, of S. H. Ewing & Son, has had experience in the coffee and spice business extending over half a century, which can be said of no other living man in Canada. In connection with his father he bought out The Montreal Coffee and Spice Co., which he had entered in 1848, and styled the new concern S. Ewing & Son, which was afterwards changed to S. H. & A. S. Ewing, a brother being taken into partnership in 1860. The senior partner, however, in 1890, left the company (although the name was not changed, and his initials still remain as part of its name), and formed a partnership with his two sons, which firm continues to-day under the name of S. H. Ewing & Sons. There is often confusion arising out of the two names which are so much alike, but this may be overcome and satisfaction give all around if it is remembered that S. H. Ewing is in partnership with his sons, and that S. H. Ewing, S. W. Ewing and A. H. Ewing are represented in the firm.

**"BLUE RIBBON'S" MANAGER.**

The travellers of The "Blue Ribbon" Tea Co., Toronto, presented their manager, Robt. McKay, with a handsome signet ring. The presentation was made on December 24, by W. A. Rae, the firm's eastern representative. Mr. McKay made a suitable reply.

# A Holiday Suggestion!

Make a good display of

## Clark's Meats and Specialties

and you'll be surprised at the way they sell.

**55 VARIETIES.**

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

**MINCE  
MEAT.**

Everybody is talking Mince Meat these days, and they all tell you theirs is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

Capstan Mince Meat once sold is always sold.

In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.  
**CAPSTAN MFG. CO., Toronto.**



**NEW GOODS  
JUST ARRIVED.**

Fancy Cape Cod Cranberries  
Fancy Malaga Grapes  
Fancy Jamaica Oranges  
PRICES RIGHT.

**HUGH WALKER & SON, Direct Importers, GUELPH, ONT.**



**We want 100,000 Live Chickens annually for our export trade**

We will pay the highest possible market price for really prime well-fed birds.

Correspond with  
**SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.**

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



**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.

**FOR SALE.**

FOR SALE. A FIRST-CLASS RETAIL AND jobbing Grocery Business, established over ten years, in good town in British Columbia.—Fullest particulars and references given to any bona-fide intending purchaser. Address, R. J. G. B., c/o The MacLean Publishing Co., Montreal or Toronto. (3)

**AGENCIES WANTED.**

THE SUBSCRIBER IS OPEN TO ACCEPT one or two agencies in the grocery line. Address H. H. STIMPSON, Bedford Chambers, Halifax, N.S.

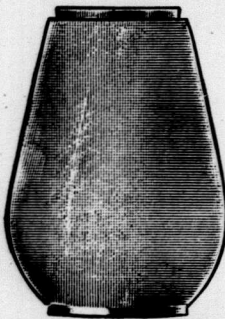
**NONE BETTER THAN THE**

**Raspberry, Strawberry and Peach Jam,**

manufactured by the **J. HUNGERFORD SMITH CO., LIMITED.** Send in a trial order, then you will know more about it.

**J. HUNGERFORD SMITH CO.,**  
Limited  
**TORONTO**

**ARE YOU USING OUR**

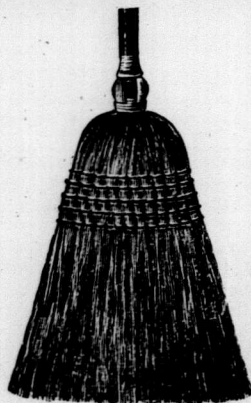


**Cold Blast or Jubilee Globes**

**Aetna or Quaker Flint Chimneys?**

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

**BERLIN BRUSH CO.**



**WATERLOO.**

Manufacturers of

**Fine Whisks, Brooms, and Brushes.**

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

**TEA.**

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

**"COMMISSIONER,"**

CANADIAN GROCER,

109 Fleet Street, E.C., London, Eng.

**A HAPPY NEW YEAR TO ALL.**

You can make 1903 both a happy and prosperous year by getting some of our

**FANCY CAMELLIA NAVELS.**

They are trade-makers. Send for sample box.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

**WANTED.**

**DRIED APPLES**

Highest Prices Paid.

**THE W. A. GIBB CO.**

7 Market St., HAMILTON.

**Dressed Poultry Wanted**

**THE SIMCOE CANNING COMPANY**

are now open to purchase Dressed, and Dressed and Drawn Chickens, Turkeys, Ducks, Geese (heads and feet off) for which they pay highest prices in cash.

SHIP TO

**The Simcoe Canning Co.,**  
York St., HAMILTON, ONT.

Be sure to see that shipper's name is securely fastened to each package and an invoice sent with each shipment.

**The Simcoe Canning Co.**

**Fish Dealers And Others.**

We handle a complete line of fresh, smoked, salted and frozen goods. Send for price list.

**Finnan Haddie, Oysters, Smelts, Labrador Herrings, ½ bbls, and bbls., Holland Herrings, Bloaters, Frozen Sea Herrings, etc.**

**WHITE & CO.**  
**TORONTO.**

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

SEND YOUR NAME if you have, or will get,

**H AND H**  
TRADE MARK

the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

**FLOUR** **MAGOR'S DELICIOUS PATENT FLOUR.**

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1726.

Agents for Canada:

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

**D. MASSON & CO., Montreal.**

**ARTHUR P. TIPPET & CO.,**

Toronto, St. John, N.B., and Montreal

Established 1869.

**BUTTER, CHEESE, EGGS, POULTRY.**

Consignments solicited. Highest prices. Prompt returns.

**A. GIBB & CO.**

83 COLBORNE ST., TORONTO

**CUT THIS OUT.**

I will accept this advertisement as 40c. if sent with One Dollar and your order for 1 copy of my Book of Instruction on Sign, Showcard, and Ticket Work, at \$1.00. One set of four numbers, giving full directions, etc., on Raised Letter-Work, at 40c. Don't miss this chance, as it will not likely appear again.

Address, **W. EDWARDS, Carleton Place, Ont.**

Box 315.

**Sovereign Molasses Candy**

100% PROFIT FOR THE GROCER.

Free Sample.

**THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.**

A new and delicious Taffee put up in neat boxes to retail at 10c.

**TRADE WITH ENGLAND**

Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

**McWilliam & Everist**

Commission Merchants.

Canadian Apples a Specialty.

Fruit Importers and Exporters.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645. Warehouse Phone Main 3394.

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST, Toronto.

No 197

**SYRUP PUMP**

**SELF PRIMING and MEASURING.**

Saves time, money and syrup

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG.

Grocers and Confectioners can rely upon the purity and excellence of

**COWAN'S** Cocoa, Chocolate and Famous Blend Coffee.

**Cowan's Cake Icings,**

**Cowan's Pure Confections.**

QUEEN'S DESSERT CHOCOLATE. CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



**Canadian Maple Syrup**

We are putting up what we call the "EMPRESS BRAND" Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

Canadian Maple Syrup Co., TORONTO, Canada.

**"ACME" TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont. Agents for the Canadian Salt Co., Windsor, Ont.

**The Nibble of a Mouse**

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

**FISH AND OYSTERS WHOLESALE.**

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

Established 1860.

**Geo. Wells & Matthews**

Commission Merchants,

Live Stock, Grain and Produce Salesmen,

SYDNEY, N. S. W., AUSTRALIA.

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

Head Office:

Corporation Buildings, Sussex St.,

Cable address: "Wells" } SYDNEY, N.S.W.

Code: A B C.

**THE ERIE TOBACCO CO., Limited,**

Windsor, Ontario.

Re-open and Ready for Business 1st December, 1902

Our travellers are now out and orders will receive prompt attention.

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### HINTS ON WINDOW DRESSING.

OUR British cotemporary, The Cigar and Tobacco World, prints the following:

"In window-dressing, as in almost everything else of any importance, there are many things which must be looked after in order to produce what may be termed a perfect display; and when these little things are properly cared for, the display will take care of itself—in other words, the desired effect will be obtained. Before a window display is finished the dresser should carefully examine it from every possible point of view, that no bare spaces are allowed to pass unnoticed or unsightly boxes be exposed to view which should have been covered by draperies or screened by the goods displayed.

"Why is it that the back of a show-window—that may readily be seen by patrons when in the shop—is not looked after more carefully is a hard question to answer. Some of them resemble the back end of a carpenter's shop and present a very untidy appearance. A back ground of some harmonious color will heighten the effect of the display, and at the same time effectually seal in the rear to any extent that may be desired. When no other background is at hand, the rear of the window can be covered with one or two large pictures."

### SEVEN BILLION CIGARS.

In one year 6,905,749,968 cigars were consumed by the cigar smokers of the United States. For every one of the 365 days of the year 18,919,862 cigars were consumed.

Or it might be said, in every second of the 24 hours comprising each day 218 new cigars were lighted and 218 stubs were thrown away. There were 90 cigars consumed for every man, woman and child in the United States.

The information upon which these figures are based was gleaned from the annual report for the fiscal year 1902 of the Commissioner of Internal Revenue, recently issued by the United States Treasury Department at Washington.

The estimates are made upon the receipts from the sale of revenue stamps for the payment of tax on domestic and imported manufactures withdrawn from warehouses for consumption.

In order to place it more readily within the grasp of the reader, if the entire number consumed in the year were placed end to end they would reach a distance of

490,465 miles, which is more than 19 times the circumference of the earth.

The average yearly increase in the number consumed for the last five calendar years is 573,233,161, or more than half a billion a year. If the present rate of increase continues, ten years hence, in 1912, the people of this country will be smoking at the rate of 12 billions of cigars annually.

Enormous as the number may seem, the cigars smoked last year do not represent one-third of all the tobacco consumed. The consumption of cigarettes alone is estimated at the approximate number of 2,653,176,130. From this source the Government realized in tax \$2,687,139.55.

The number of pounds of tobacco and snuff, which does not include cigars and cigarettes, produced last year was 298,048,339 and 17,671,136 respectively; making a total of 328,464,428 pounds.

Deducting the amount exported, 13,118,431 pounds, and adding the amount imported 373,478 pounds, gives 315,719,475, which represents approximately the number of pounds of tobacco and snuff consumed in the United States last year.

In the fiscal year 1901 the production of tobacco and snuff was 320,019,531 pounds. The increase in 1902 was 8,444,987 pounds.

The increase in the quantity of tobacco and snuff withdrawn for consumption was

4,925,915 pounds, the increase in tobacco and snuff exported was 3,594,301 pounds and the increase in tobacco and snuff imported was 75,319 pounds.

### HAVE SECURED TEMPORARY QUARTERS.

The proprietors of the burned Stonewall Jackson cigar factory have secured temporary quarters, ordered new boxes and labels, and are now working on factory furniture. Fortunately, they have a supply of tobacco that was not burned, and in a few days will again be in shape to handle the large number of orders on hand. The insurance on the factory will aggregate over \$55,000, which is divided as follows: Royal, \$16,000; North British and Mercantile, \$4,000; Norwich Union, \$5,000; Imperial, \$8,250; Hartford, \$3,750;

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**  
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses  
CUT TOBACCO . . . .

OLD CHUM,  
SEAL OF NORTH CAROLINA,  
OLD GOLD.

CIGARETTES . . . .  
RICHMOND STRAIGHT CUT,  
SWEET CAPORAL,  
ATHLETE, DERBY.

**POPULARITY**

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

**"BOBS"**

**CHEWING TOBACCO**

In 5 and 10c. Plugs.

BOBS costs you only 3c cents,  
and pays a good profit.

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

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



# BE EARLY!

"Never put off for to-morrow what you can do to-day." Take pen and paper, now, friend, and ask me to send along that "trial order" of a thousand or more of my cigars at my expense.

Keep them a month or two and then (if dissatisfied), return them—I'll take the risk! But "be early." Don't let your competitor get ahead of you.

## Payne's Cigars.

J. BRUCE PAYNE, MNFR.  
Granby, Que.

We are now prepared to ship the trade . . . .

# Tonka

# Beaver

# AND Apricot

## McAlpin Consumers Tobacco Company,

Head Office : TORONTO. Limited.

Factories : Leamington and Toronto.

The finest piece of Smoking Tobacco ever offered to the Canadian Public:

# T. & B. Myrtle Navy 10c. Plug

Big profit to the retailer.  
For sale by all wholesalers.

Commercial Union, \$5,000; Queen, \$2,750; Law Union and Crown \$2,000; National of Ireland, \$1,750; Aetna, \$2,000; British American, \$2,000; Caledonia, \$3,000.

#### NEW FACTORY IN RUNNING ORDER.

The new cigar factory of Ripstein Bros., of Winnipeg, is now in full working order. The Ripsteins are known as competent and experienced makers of cigars, and also as tobacco experts. The public are welcome to inspect their clean and well-ventilated factory. They have secured Chas. Isman, formerly with The Keystone Cigar Company, as city traveller.

#### IMPORTS OF TOBACCO.

For the fiscal year ending June 30, 1902, the total value of the imports into Canada of tobacco and the manufactures thereof amounted to \$470,377. This was made up of 6,581,666 cigarettes, valued at \$36,228; 7,835,650 cigars, worth \$282,853; 154,962 lb. of cut tobacco, of a total value of \$103,614; 9,514 lb. of snuff, at \$3,680, and other manufactures of tobacco, amounting to 108,440 lb and worth \$38,597.

Great Britain and the United States supplied the bulk of the cut tobacco, the figures being 81,250 lb, valued at \$71,627 from the former, and 53,346 lb., of a

value of \$29,281, from the latter country. China supplied 13,196 lb. of cut tobacco, valued at \$1,789.

Cuba supplied the bulk of the cigars, or 5,856,800. These were worth \$232,824. There were imported from the United States, 417,200 cigars, valued at \$21,306.

Cigarettes, numbering 3,889,000 came from Cuba, and were valued at \$18,129. Egypt supplied 1,835,722 cigars, valued at \$12,690.

The total duty collected on tobacco and its products was \$532,340.95.

#### SEEKING INFORMATION.

An important tobacco firm in Pittsburgh, says a recent issue of the United States Consular Reports, has written the Dominion Statistician for details respecting the cultivation of tobacco in Canada, with a view, if circumstances are favorable, of establishing a large factory for the manufacture of cheroots and stogies. The firm wishes particularly to ascertain the quantity of tobacco grown here, and whether the quality of the native product will permit of its being used for the desired purposes.

#### NOTES OF THE TOBACCO TRADE.

T. J. Horracks, the tobacco jobber, reports a successful holiday trade and a

steadily increasing demand for "British Navy."

W. B. Reid & Company enjoyed a satisfactory holiday trade, and we are glad to hear that their footing-up shows a large increase over the business of any previous year.

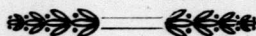
The many friends of Robert Pinchin, the manager of The McAlpin Tobacco Company, will be glad to know that he is recovering from his recent indisposition and will be "on deck" again in the course of a day or two.

Without an exception the tobacco and cigar dealers throughout the country report the holiday trade as by far the largest in their history, a number of the factories being unable to supply the demand, which was almost entirely confined to the better and more expensive class of goods.

Mold on cigars is caused by the paste on the wrapper or the tip, or by moisture in the filler. It can be prevented by adding a little boracic acid to the paste or the water employed in moistening filler leaf. Boracic acid has no smell and no perceptible taste. It is a strong antiseptic and germicide.

Quevillon & Bénéoit, hay, grain and flour merchants, of Maisonneuve, Que., have registered.

**W**E wish the trade throughout the Dominion a Happy and Prosperous New Year. May the one we are entering on be a prosperous one for all of you. We will endeavor to make it so for all entrusting their orders to us . . .



## J. M. FORTIER, Limited.

MANUFACTURERS OF ALL KINDS OF

CIGARS, ranging from \$13.00 to \$125.00 per 1,000.

CIGARETTES AND CUT TOBACCOS.

SPECIAL BRANDS A SPECIALTY.

OFFICE: 1982 Notre Dame St.

FACTORY: 151 to 161 St. Maurice St.

### MONTREAL.

This list  
the cities of  
solicited for  
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Goods in  
All quot  
who call dal

#### BUTTE ANI

Dairy, chol  
" tub  
" tub  
Creamery,  
" pr  
Cheese, new  
Eggs, new

#### OANN

Apples, 3's  
" gal  
Asparagus  
Beets  
Blackberry  
Blueberry  
Beans, 2's  
Corn, 2's  
Cherries, 1's  
" v  
Peas, 2's  
" sifted  
" extras  
Pears, Bar

#### Pineapple

Peaches, 2  
" 3  
Plums, gr  
" Lo  
" Ds  
Pumpkin  
" "

Rhubarb  
Raspberry  
Strawberry  
Succotash  
Tomatoes  
Lobster, 1  
" 1  
" 1

#### Mackerel Salmon, s

" "

#### Sardines,

" 8  
" 1  
" 1  
" 1  
" 1

#### Haddies Kippered Herring

#### OAN

Lemon, 1  
Orange,  
Citron,

#### GR

Oranges  
" "

#### Bananas Apples, Pears, Pineapp Jersey E Malaga

Apples,  
Cranber  
Cranber  
" "

#### Granula Granula Paris lu

" "

#### Extra C Powder Phonix Cream, Bright

Bright  
No. 3 y  
No. 2 y  
No. 1 y

#### Montre Maple Crystal



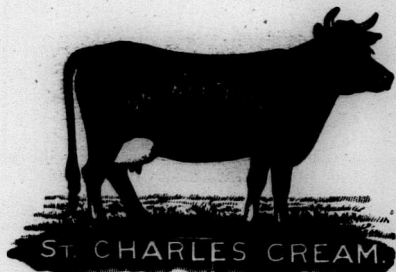


"SOLD BY ALL PROGRESSIVE GROCERS."

HAS STOOD THE TEST OF EVERY CLIMATE.

This is a fact, with due respect to everybody in the business. It has got so now that

**ST. CHARLES EVAPORATED CREAM  
IS AS STAPLE AS SUGAR.**



We of course know that some localities have less demand for it than others, on account of dairy interests, but every grocer sells some, and all together they sell a lot. We appreciate your assistance, and assure you of satisfaction by **Guaranteeing Every Can.** Our "Silver Cow" and "Purity" Brands of Sweetened Milk are also of highest possible quality, absolutely pure, and increasing very rapidly in demand over all sections of the country.

We are represented by all the leading Wholesale Grocers in Canada, any of whom will be pleased to quote delivery prices promptly.

**ST. CHARLES CONDENSING CO., - INGERSOLL, ONT.**

Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

**JUST A  
MINUTE**

Have you Sampled lately

**Epicure Beans in Tomato Sauce, and  
Epicure Tomato Catsup?**

IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

**Delhi Canning Co., Limited, -:- Delhi, Ont.**

**Gillard's Sauce      Gillard's Pickle**

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

**HIS MAJESTY THE KING**

AND

**HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.**

Sole Proprietors:

**GILLARD & CO., Limited, LONDON, ENG.**

**SODA BISCUITS**

Our Cream Sodas in 3-lb. Tins ( "The Round Cornered Tin" ) are all right

**The Canada Biscuit Co., LIMITED**

KING ST. WEST AND  
BATHURST ST., CARS PASS OUR WORKS.

**KING and BATHURST STS., TORONTO.**



## Wide-Awake Retailers.

## Hints and Ideas of Interest.

### SPECIALTIES IN A STORE.

THE way to attract custom is to be always on the alert with something new and fresh to offer your customers. Do not have the same old stock in your store year in and year out, but always have something new as a specialty. The Merchants' Review has the following to say on specialties:

"Vanity, vanity, all is vanity," said the preacher, and he might have added that there is a right smart proportion of vanity in the trading world.

When Sir Thomas Lipton began to test his wings in his little store in Glasgow he bethought himself of the necessity of securing some specialty which should distinguish his store from others, and he took boat for Ireland, met the Irish butter-makers and made arrangements for the shipment of a certain quantity of butter at a certain average price. Later he adopted similar means to secure a bacon specialty, a jam specialty and a tea specialty.

When James Butler felt the stirring of ambition within him, and opened his first store, he saw as clearly as Lipton the need for something to distinguish his business from the many businesses around him, and he also procured several specialties. Other successful grocers have done likewise, and although some of these dealers in their advertising have resorted to the use of "inducements" of a foreign character, it is not to be supposed that they expected a permanent trade to be built upon the premiums, etc. No, the latter were used simply for the purpose of bringing customers to make a single trial of the grocer's wares, and the wares did the rest.

But where the vanity of mankind is characteristically shown in trading is in the expectation of a good many dealers that "inducements" will have permanent effects in the case of an inferior or mediocre stock.

Perhaps trading stamps and other premiums are often the resort of dealers who perceive their own deficiencies as merchants, and hope to make up for the latter by offering "inducements." Surely, however, there is vanity in the belief or hope that such a flimsy expedient can have other than the slightest effect, and that only a temporary one.

The smallest grocery stores can have their specialties. Some of them make fresh eggs a specialty; a few, honey in its season; others, bread of a peculiarly

choice variety; still others, choice fruits and vegetables. The grocer with a single store may not be able to purchase great quantities of, say, butter in order to secure a special price, but by the exercise of a little diplomacy and perseverance he can obtain a constant supply of absolutely reliable butter, a butter that shall compete with the best butter of the big stores, and cost only a trifle more. The convenience of having the supply near at hand is worth more than the difference in price to most people.

Some grocers make a specialty of what may be called uniformity. The way some grocers jump from grade to grade is perfectly maddening. Now, the dealer who fixes his standard somewhere near the top and never allows the quality to fluctuate, may be truly called a specialist in uniformity, and he will hold more patrons and hold them all longer than the slipshod, erratic dealer could do it with his fluctuating standards.

When in a mood to surrender to the prevalent fad and try trading stamps, etc., let the grocer pause and consider the superior advantage of a genuine specialty and then set about getting one.

### RULES FOR CONDUCTING BUSINESS.

We have published every now and then rules for conducting business. New ideas are coming forward every day, and some of the new rules are simply old ones dressed over. The Haberdasher recently published the following:

The man that runs his shop on modern lines never allows his assistants:

To insist that a customer take something he does not want.

To persist in trying to sell goods no one wants.

To rush a customer as soon as he enters the place.

To be familiar with patrons.

To stand in the doorway.

To assemble in groups and pass the "cup of scandal."

To "knock" one another.

To do more than their share or less than their share of the work.

To make it difficult for a customer to exchange goods.

To recommend anything to customers that is not just what it is represented to be.

To keep customers waiting one second longer than it is necessary for change.

To give all their attention to easy sellers.

To keep their showcases in bad condition.

To chew gum or tobacco.

To get tired with testy customers.

Or flirtations with female ones.

To imagine that their services are indispensable.

Or that they are the whole establishment.

To forget to do what they promised.

To be either shabby or dirty.

To be ignorant of the values of goods.

Or to talk about things they do not understand.

To accept gifts from wholesalers.

To take presents for pushing goods.

To attend to social affairs during business hours.

To "knock" other establishments.

To talk about events of the day with customers.

### ESSENTIALS TO SUCCESS.

THE extent of the business done by the average dealer, in a great measure, depends upon his knowledge of his business, tact, and ingenuity. That every merchant does not study what to do to extend his trade is a fact too common to excite comment. A writer under the name of "The Kicking Customer," in The Minneapolis Coal Bulletin writes as follows:

I must confess that I am sometimes filled with wonder that some merchants succeed at all. A Bradstreet man tells me that the percentage of failures is large but no one has been able to tell me why some merchants have not failed long ago. I have one in mind who at this season of the year spends most of his time by the stove. When I call to make a purchase he collects himself, and after severe exertion ambles behind the counter, if his listless clerks have not bested him in the slow race and are there ahead. He is an expert on politics, can demonstrate that the lumber tariff is a robbery and that insurance is a humbug, but to save his neck he could not tell whether black tea comes from Japan, India, or South Africa. His books are usually two months behind, and if his clerks are any good when he hires them, they soon become infected with the Arkansas fever permeating the atmosphere.

Merchants of this class are usually telling their troubles to the trade. If their competitors are selling goods cheaper, they take pains that the fact is well advertised. There is nothing more tiresome than being forced to listen to one of

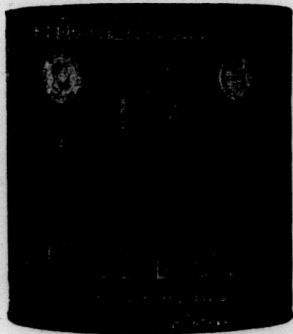


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Established 1845

TIME TESTS, MERIT TELLS

Established 1845



1 and 2-lb. Tins.

**S. H. & A. S. EWING'S**

HIGH-GRADE

# COFFEE and SPICES

have been in the market for 57 years. A pretty good guarantee of QUALITY. In these days of keen competition IT PAYS TO HAVE THE BEST. The name S. H. & A. S. EWING stands for the BEST. Manufactured by a Canadian firm for the Canadian people. JUDGE FOR YOURSELVES.

**S. H. & A. S. EWING,** The Montreal Coffee and Spice Steam Mills,  
55 Cote St., MONTREAL, P.Q.



**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



**A TRADE WINNER**

AND

**A TRADE RETAINER**

# Bovril

**"THE PERFECT FLUID BEEF"**

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour. It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times, and so contributing to

**INCREASED BUSINESS.**

# "GLOBE" METAL POLISH



**INSIST ON HAVING IT**

Write for a supply of show cards and advertising novelties.

**RAIMES & CO., 164 Duane St., NEW YORK.**

these chronic faultfinders while he fumbles the twine around a package and waits for the customer to endorse his remarks. I believe it would be a good thing for all concerned if these merchants joined the suicide club, instead of being taken into an association of live merchants. What does the customer care for the merchant's trade troubles?

Some clerks are not only listless, but are guilty of premeditated carelessness. If they are working on a fixed salary, where they can afford to make faces at small trade, they do not lose an opportunity to do it. The proprietor may be blissfully ignorant of it and will probably continue so until he wonders why certain lines are not selling well. He may

### NEW FACTORY OF THE BRANTFORD STARCH WORKS.

The fine new factory being erected by The Brantford Starch Works, Brantford, on the site of the plant which was destroyed by fire early last Summer, is rapidly approaching completion. The buildings are finished and the machinery is now being installed.

The total floor space of the new factory is about 60,000 square feet, and the capacity will be 8 tons of starch per day, about 400 bushels of corn and 200 bushels of wheat being used daily to produce the goods. The new plant is strictly modern in every respect, and all known labor-saving de-

of lobsters notwithstanding the exhausting catches that have been made.

All the large canneries have, of course, closed for the season, but illegal fishing for lobsters continues on the New Brunswick coast. The fishery protection steamers are making war upon the poachers, and thousands of traps have been located and destroyed. The new steamer Osttca, employed in the service of the oyster culture expert, has been recently pressed into duty also, and at Cape Bauld and at Cape Tormentine confiscated an immense quantity of rope moorings and traps used illegally by the fishermen after the close of the season.

*Returned to  
Brantford Starch Works.  
Jan 16/03*



New Factory of the Brantford Starch Works, Limited, Brantford, Canada.

see a great light if he continues his investigations earnestly. I have endeavored to buy half-a-dozen common tumblers in one store three times, but the clerk in charge is too busy to show tumblers. I went into a Minneapolis department store to buy a coat for myself and found several anxious and willing clerks. When I asked for a smaller item, one of the saleswomen curled up her lip and said it was not in stock. She was mistaken to put it lightly. Even a kicking customer has some rights, and I would not apply for a coat at that establishment again out of pure fear of the curled lip of haughty Marie.

The grocers in our town have added a delivery service. One of the delivery boys brings the mud of the outer world into the kitchen, and hammers on the back door as if he had it in for one of the panels. That is another trade-maker.

vices have been adopted, the superintendent of the works, E. Schmidlin, having made an extended visit to the large American plants for information.

### THE LOBSTER INDUSTRY.

Professor Prince, Dominion Commissioner of Fisheries, has just been making a trip of inspection in the Maritime Provinces. The object of his trip was to locate suitable sites for the establishment of lobster hatcheries. The only hatchery in Nova Scotia, situated in Pictou county, has for several years been turning out from 1,000,000 to 2,000,000 small lobsters annually, and fishermen on the shore of Northumberland Strait attribute to this replenishing the comparative abundance

### SCRUB BRUSHES IN CARTONS.

Boeckh's scrub brushes in cartons, put up separately for the trade in the better grades, retailing at from 25 to 50c. each, is the latest idea of The United Factories, Limited, Toronto. This arrangement will enable the retailer to have one of the principal lines of brushes always ready for the customer, who can select the kind wanted from the sample board, which is numbered to correspond with numbers on each of the cartons. The cartons are, moreover, quite attractive, and will add to window or interior display, without incurring the liability of goods becoming shop-worn. The firm's travellers are off the road at present, but will introduce this new line in a few weeks.

Raby & Frere, grocers, of Montreal and St. Henri, Que., have registered.

## Reduce Your Package Lines

From your point of view of course you don't like the package business.

But then, you and we have got to supply what the public wants.

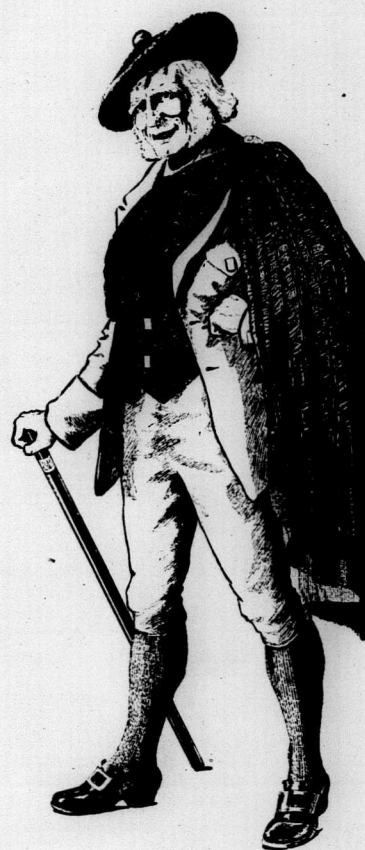
We saw the package business had arrived to remain—the public knows what you and we know—that the goods come cleaner—that mice cannot get in—that no dust floats in—that stray dogs don't smell at them.

Now, if the package business is burdening you, why not reduce the burden by reducing the lines?

Throw out the goods you can get along without—keep those you've got to have—direct your customers to the line easiest to sell.

We've made TILLSON'S OATS easy to sell—we've made it possible for you to reduce your cereal lines to almost any point you want to.

How has TILLSON Advertising impressed you?—if you are impressed how do your customers feel about it?



---

The Tillson Company, Limited,  
Tillsonburg, Ont.

**EVERYTHING**

comes to the man who

**WAITS,**

but **Robinson's Patent Barley**  
and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them,  
but stock these Foods **NOW**.

**Current Market Quotations for Proprietary Articles**

December 31, 1902

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

**BAKING POWDER.**

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$ 4 25
" 10, in 4 doz. boxes.....		2 10
" 3 in 6 ".....		80
" 12, in 6 ".....		70
" 3, in 4 ".....		45
Pound tins, 3 doz. in case.....		3 00
12oz. tins, 3 ".....		2 40
5-lb. tins, 7/8 ".....		14 00
Diamond—		
W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case.....		3 00
1/2 lb. tins, 3 ".....		1 25
1/4 lb. tins, 4 ".....		0 75

**IMPERIAL BAKING POWDER.**

Cases.	Sizes	Per Doz.
4 doz.	10c.	\$0 85
3 "	8-oz.	1 75
1 "	6-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 1 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 50
1 doz.	5-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

**MAGIC BAKING POWDER**



Cases.	Sizes	Per Doz.
4 doz.	5c.	\$ 40
4 "	4-oz.	60
4 "	6-oz.	75
4 "	8-oz.	95
2 "	12-oz.	1 40
1 "	16-oz.	1 65
2 "	17-oz.	1 70
1 "	2 1/2-lb.	4 10
2 "	5-lb.	7 20
1 "	6-oz.	Per case.
1 "	12-oz.	4 55
1 "	16-oz.	

**ROBINSON'S OLEUM BAKING POWDER**

1/2 size, 5 doz. in case.....	40
1/4 size, 4 doz. in case.....	75
1/2 " 3 " ".....	1 25
1 " 2 " ".....	2 35

**VIENNA BAKING POWDER.**

1 lb. tins, 4 doz. in box.....	\$2 25
1/2 lb. tins, 4 ".....	1 25
3/4 lb. tin, 4 ".....	75
3 oz. in paper, 4 doz. in box.....	70
5 " " 4 " ".....	35

**BLACKING.**

**SHOE POLISH.**

HENRI JONAS & Co.		Per gross
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00

**BLUE.**

Keen's Oxford per lb.....	\$0 17
In 10 box lots or case.....	0 15
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 14
Gillett's Mammoth, box, 1 gross.....	9 00
Nixey's "Cervus" in quares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02

**BLACK LEAD.**

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's refined, per 9-lb. box of 12 1 doz. chip boxes.....	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block.....	1 50
Nixey's Silver Moonlight St ve Polish, in tics 13-3 and 6-oz. size. Full price list on application.	

**BOECKE'S CORN BROOMS.**

UNITED FACTORIES, LIMITED.		dos. net.
Bamboo Handles, A, 4 strings.....		4 35
" " B, 4 strings.....		4 10
" " C, 3 strings.....		3 85
" " D, 3 strings.....		3 60
" " E, 3 strings.....		3 35
" " G, 3 strings.....		3 10
" " I, 3 strings.....		2 85

**BSICUTS.**

GARR & CO. LIMITED.		Per gross
Frank Magor & Co., Agents		
Cafe Noir.....		0 15
Ensign.....		0 12 1/2
Metropolitan mixed.....		0 09

**CANNED GOODS.**

HENRI JONAS & Co.		Per gross
Mushrooms, Bione.....		\$15 50
1st choice Dutch.....		18 50
1st choice Lenoir.....		19 50
extra Lenoir.....		24 00
Per case, 100 tins.		
FRENCH PEAS—DELOREY'S		Per gross
HENRI JONAS & Co.		
Moyen's No 2.....		\$9 00
No. 1.....		10 50
1/2 Fins.....		12 50
Fins.....		14 00
Tres fins.....		15 00
Extra fins.....		18 50
Sur extra.....		18 00

**FRENCH SARDINES.**

HENRI JONAS & Co.		Per gross
1/2 Trefavennes.....		\$9 50
1/2 Rolland.....		10 00
1/2 Delory.....		10 50
1/2 Club Alpines.....		3 50

**CHOCOLATES & COCOAS.**

Cocoa—THE COWAN CO. LIMITED.		per lb.
Hygienic, 1-lb. tins, per doz.....		\$7 25
1/2-lb. tins.....		3 75
3/4-lb. tins.....		3 25
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....		0 55
Perfection, 1/2-lb. tins, per doz.....		3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....		3 25
Chocolate—		per lb.
Queen's Dessert, 1/4's and 1/2's.....		\$0 40
Mexican Vanilla, 1/4's and 1/2's.....		0 35
Royal Navy Rock.....		0 30
Diamond.....		0 25
8's.....		0 28
Chocolate—FRY'S		per doz.
Caracoe, 1/4's, 6-lb. boxes.....		0 41
Vanilla, 1/4's.....		0 43
"Gold Medal" Sweet, 1/4's, 6 lb. boxes.....		0 39
Pure, unsweetened, 1/4's, 6 lb. boxes.....		0 43
Fry's "Diamond," 1/4's, 14 lb. boxes.....		0 34
Fry's "Monogram," 1/4's, 14 lb. boxes.....		0 34
Cocoas—		per doz.
Concentrated, 1/4's, 1 doz. in box.....		2 40
1 lb.....		4 50
1 lb.....		8 35
Homoeopathic, 1/4's 14lb. boxes.....		
1/4 lb. 12 lb. boxes.....		
Epps's cocoa, case of 14 lbs., per lb.....		0 25
Smaller quantities.....		0 27 1/2

**JOHN P. MOTT & Co.'s**

E. S. McIndoe, Agent, Toronto.		per lb.
Mott's Broma.....		0 38
Mott's Prepared Cocoa.....		0 28
Mott's Homoeopathic Cocoa (1/4's).....		0 12
Mott's Breakfast Cocoa (in tins).....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 28
Mott's Caracoea Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 28
Mott's Navy or Cooking Chocolate.....		0 18
Mott's French or Cooking Chocolate.....		0 28
Mott's Cocoa Nibs.....		0 35
Mott's Cocoa Shells.....		0 06
Vanilla Sticks, per gross.....		0 90
Mott's Confectionery Chocolate 8 21.....		0 43
Mott's Sweet Chocolate Liquors 0 19.....		0 30

**CADBURRY'S.**

Frank Magor & Co., Agents.		per doz.
Cocoa essence, 3 oz. packages.....		\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.....		0 40
Rock Chocolate, loose.....		0 40
1-lb. tins.....		0 43
Niha, 11-lb. tins.....		0 35 1/2

**WALTER BAKER & CO. LIMITED.**

per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$ 32
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'kfast cocoa, 1/2-lb. tins; plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes.....	35
Caracoea sweet chocolate, 6-lb. boxes.....	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56

**COCOANUT.**

L. SCHMIDT Co.		per lb.
1-lb. packages, 15 and 20-lb. cases.....		\$0 26
1/2-lb.....		0 27
1/4-lb.....		0 28
1/2 and 1-lb. pkgs., assorted, 15 and 30-lb. cases.....		0 26 1/2
1/4 and 1/2-lb. pkgs. assorted, 15 and 30-lb. cases.....		0 27 1/2
5c. package, 4 doz. in case, per doz.....		0 45
OZS MESSERS		per doz.
Imperial—Large size jars, per doz.....		\$ 8 55
Medium size jars.....		4 50
Small size jars.....		3 40
Individual size jars.....		1 00
Imperial Holder—Large size.....		15 00
Medium size.....		15 00
Small size.....		15 00
Roquefort—Large size, per doz.....		2 40
Small size.....		1 40

Mecca.....  
Damasous.....  
Cairo.....  
Sirdar.....  
Old Dut. h R.....  
"Old Crow".....  
"Condor" Ja.....  
15-year-old hand-pic.....  
1-lb. Fancy.....  
48 tins per.....  
Madam Huo.....  
100 lb. delive.....  
COON.....  
Bord.....  
"Eagle" Br.....  
"Gold Seal".....  
"Peerle.s".....  
USIT.....  
Clothes Pin.....  
case, per.....  
4 doz. pack.....  
6 doz. pack.....  
COUPON.....  
For sale in C.....  
Limited,.....  
Fils, Mo.....  
\$1, \$2.....  
In lots of 1.....  
books, 1 b.....  
10 to 50 b.....  
100 to 1,000.....  
REC.....

# Edwardsburg Syrup

## EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, **\$2.55**  
 10-lb. TINS, 6 in case, **\$2.65**  
 5-lb. TINS, 12 in case, **\$2.70**  
 2-lb. TINS, 24 in case, **\$2.15.**

FREIGHT PAID ON 5-CASE LOTS.

The best seller we have had !!!

**EDWARDSBURG STARCH CO'Y, Limited**  
 Established 1858.

53 Front St. East,  
 TORONTO, ONT.

Works:  
 CARDINAL, ONT.

164 St. James St.,  
 MONTREAL, QUE.

**COFFEE.**

<b>JAMES TURNER &amp; CO.</b>	
Mecca	per lb. 0 33
Damascus	0 28
Calvo	0 20
Sirdar	0 17
Old Dutch Rio	0 18 1/2
<b>S. D. MARCEAU, Montreal.</b>	
"Old Crow" Java	0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
"    "    2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

**CONDENSED MILK.**



<b>Borden's Condensed Milk Co.</b>	
"Eagle" Brand	1 85
"Gold Seal" Brand	1 30
"Pierle's" Brand Evaporated Cream	1 20

**CLOTHES PINS.**

<b>UNITED FACTORIES LIMITED.</b>	
Clothes Pins (full count), 5 gross in case, per case	0 57
4 doz. packages 13 to a case	0 12
6 doz. packages (13 to a case)	0 92

**COUPON BOOK—ALLISON'S**  
 For sale in Canada by—The Eby, Blain Co., Limited, Toronto, C. O. Beauchemin & Fils, Montreal

\$1, \$2 \$3, \$5, \$10 and \$20 books.		
Un-covered and numbered.	Coupons	num
In lots of less than 100 books, 1 kind assorted	4c.	4 1/2c.
10 to 50 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

<b>Allison's Coupon Pass Book</b>	
1 00 to 3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 1/2 cents each
50 00 books	12 cents each

**EXTRACTS.**

<b>HENRI JONAS &amp; Co. Per gross.</b>	
8 oz. London Extracts	\$5 00
"    "    (no corkstoppers)	5 50
2 oz. " " "	9 00
2 oz. Spruce essence	6 00
2 oz. " " "	9 00
2 oz. Ancho extract	12 00
4 oz. " " "	21 00
1 oz. " " "	36 00
1 lb. " " "	70 00
1 oz. Flat	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square	21 00
4 oz. " " "	36 00
8 oz. " " "	72 00
<b>Per doz.</b>	
8 oz. " glass stop extracts	3 50
8 oz. " " "	7 00
2 1/2 oz. Round quintessence extracts	3 00
4 oz. Jockey decanters	3 50

**FOOD.**

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

**GINGER ALE & SODA WATER**

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... \$1 40

**JAMS AND JELLIES.**

<b>SOUTHWELL'S goods. per doz.</b>	
<b>Frank Major &amp; Co., Agents.</b>	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 25
Strawberry W. F. Jam	3 00
Raspberry " " "	3 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams, W. F.	1 90
Red Currant Jelly	0 75
Pure Fruit Jams—T. DITSON & Co.	0 95
1-lb. glass jars 2 doz. in case, per doz	0 75
2 1/2-lb. tin pail, 3 doz. in case, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	0 16
7, 14 and 30-lb. wood pails, per lb.	0 08
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz	\$0 85
7, 14 and 30-lb. wood pails, per lb.	0 08

**Home Made Jams—**  
 1-lb. glass jars (16-oz. gem.) 1-do. in case, per doz. 1 50  
 5 and 7-lb. tin pails, per lb. 0 19  
 7, 14 and 30-lb. wood pails, per lb. 0 19

**LICORICE.**

<b>YOUNG &amp; SMYLLIE'S LIST.</b>	
5-lb. boxes, wood or paper, per lb.	\$0 41
Fancy boxes (36 or 50 sticks) per b x	1 5
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	3 00
Licorice Loxanges, 5 lb. glass jars	1 75
"    "    30 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
"    "    100 sticks	0 73
Dulce large cent sticks, 100 in b x	

**LIQUORS.**

<b>COGNAC IN CASES.</b>	
<b>Ph. Richard.</b>	
S.O. Quarts, 12's	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180's	2 00
V.S.O.P.	12 10
V.S.O.P. pints, 21's	13 00
V.S.O.P. 1/2-pints, 48's	14 00
V.S.O.P. 1-15 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 21's	9 50
V.O. 1/2-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 00
V.O. decanters, 12's	10 50
V.O. "    "    "    "    "    "    "	13 00
V.O. flasks, Imp. pints, with thumbiers	9 75
V.O. "    "    "    "    "    "    "	10 50
V.O. "    "    "    "    "    "    "	24 90
Chas. Couturier.	
Quarts, 12's	7 00
1/2 bottles, 24's	8 00
"    "    48's	9 00
1-15 bottles, 180's	13 50
Flasks, 24's	8 00
1/2 Flasks, 48's	9 00
Flasks Imperial pints, Copsule, 16's	8 00
<b>F. Marion &amp; Cie.</b>	
Quarts, 12's	6 00
1/2 bottles, 24's	7 00
"    "    48's	8 00
Flasks, reputed 24's	7 10
Flasks, 1/2-pints, 48's	8 00
1-15 bottles, 180's	12 50
Flasks, Imp. pints with thumbiers, 16's	8 00

**Cognac In Wood.**

<b>Ph. Richard.</b>				
Gals.	Oct's.	Oct's.	Bbls.	Hhds.
Couturier	\$4 00	\$3 85	\$3 85	\$3 80
Marion	3 75	3 60	3 50	3 40
<b>Ph. Richard</b>				
V.S.O.P.	5 50	5 35	5 25	5 00
Richard	V.O. proof.	4 55	10	4 00
Richard	proof V.O.	4 00	3 80	3 70
Richard	Fine champagne	6 00	5 90	
<b>Gin—Pollen &amp; Zoon, in Cases.</b>				
Red, 15's				\$10 00
Green, 12's				5 00
Poney, 12's				2 50
<b>Gin Pollen &amp; Zoon, in Wood.</b>				
Gals.	Oct's.	Oct's.	Bbls.	Hhds.
Gin, P. & Z.	\$3 15	\$3 05	\$3 05	\$3 00
<b>Mitchell Bros. Limited—Scotch.</b>				
1 case. 5 cases.				
Heather Dew, ordinary qts.			\$ 7 00	\$ 6 75
Heather Dew, stone jars,				
Imperial, 12's			12 50	12 25
Heather Dew, oval flasks,				
quart, 12's			11 25	11 00
Special Reserve, oval, pts. 24's			11 75	11 50
"    "    ordinary qts.				
12's			9 00	8 75
Special Reserve, 1/2 bottles,				
pints, 24's			10 00	9 75
Extra Special Liqueur, flagon,				
12's			9 50	9 25
Extra Special Liqueur, ordinary bottles, 12's			9 50	9 25
Heather Dew, flasks, 48's			12 00	11 75
"    "    1/2 flasks, 60's			9 00	8 75
Mullmore, Imperial oval quart flasks, 12's			10 00	9 75
Mullmore, flasks, Imperial pints, 24's			10 50	10 25
Mullmore, flasks, ordinary pints, 24's			7 75	7 50
Mullmore, 1/2 flasks, ordinary, 48's			9 00	8 75
Mullmore, ordinary quarts, 12's			6 50	6 25
Mullmore ordinary pints 24's			7 50	7 25
<b>Scotch Whisky in Wood.</b>				
Gals.	4 ct's.	Oct's.	Bbls.	
Special Reserve	(\$4 5)	\$4 25	\$4 15	\$3 90
Heather Dew	" A "	4 00	3 85	5 3 85

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



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- LOW " " 2nd Quality
- HIGH GALLERIES 2nd Quality
- LOW " " 2nd Quality
- STRAIGHT CHIMNEYS
- BARREL " "
- HIGH CANOPIES
- OPAL SHADES
- PEAR GLOBES
- APPLE GLOBES
- SUNDRIES

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**"Empire" Soda** gives you a better profit than any other package Soda on the market.

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We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box**  
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**Clothes Baskets,**  
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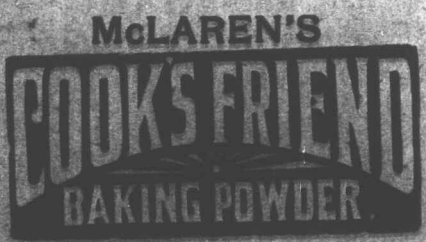
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for prices on  
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Lamps or fit-  
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We manufacture lamps  
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Every housekeeper  
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Meat means and Wethey's  
Condensed Mince  
Meat is the kind she'll  
always ask once she's  
used it. Carefully pre-  
pared of fresh meats  
and fruits, blended with  
the finest spices. You  
can safely recommend  
it as the best and most  
convenient.

Convenient. Absolutely clean. Put up in  
attractive "brick" package.

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J. H. Wethey, Limited, St. Catharines, Ont.

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## Crosse & Blackwell's Candied Ginger.

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