

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL
ONLY
THE
BEST**

These substantiate our claim
that : : : :

**Colman's
Mustard**

In Competition with the World
we have received the

**Highest Awards
Made . . .**

IS THE BEST IN THE WORLD

Keep Well

CHRISTIE'S

Sell Well

Please Well

BISCUITS

and Hence
are Profitable

THE DOMINION MOLASSES CO. LTD.



HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is guaranteed to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA

JUST WHAT YOU

TIME AND LABOR SAVE

The "ENTERPRISE" ELECTRIC

RAPID GRINDING
AND PULVERIZING MILL

Will be furnished for Direct or Indirect Current, 110 or 220 Volts

25 to 50 lbs. of material

CAN BE GROUND TO ANY FINENESS

One Grocer says: It has done more for me than any other mill I have used.

It saves me a great deal of time and labor.

Write for literature and prices to Dominion Electric Co.,

Halifax, N.S.



This Kind Of A Man

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

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

COX'S Powdered Gelatine.

The new Gelatine is
new in form only. It is Sparkling Gelatine reduced to powder, and re-
tains all its old, good qualities with this addition, that it dissolves
instantly in warm water.

The “Griffin” Brand California Fruits.

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

P. Codou's Macaroni and Vermicelli.

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

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

Somebody Else is Getting a Lot of Trade That You Ought to Have.

And you can have it by encouraging your customer to **eat less meat and more fish.** Educate him to the fact that **fish is a better and healthier diet.** When he gets that on his mind he will want to get fish. Then introduce to him

YOU
CAN
EASILY
SELL
LARGE
QUANTITIES
OF
FISH.

“HALIFAX” “ACADIA” “BLUENOSE” CODFISH.

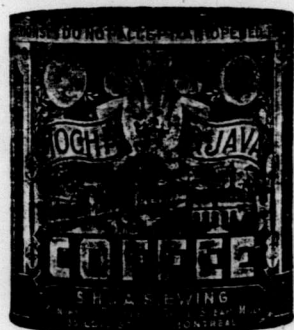
THERE'S
A
GOOD
PROFIT
ON
EVERY
POUND
OF
THIS
FISH
FOR
YOU.

This is the cleanest, most inviting,
and most convenient form in which
he can get fish and he can therefore
be persuaded to buy quite easily.

BLACK BROS. & CO., LIMITED HALIFAX, N. S.

A. H. BRITTAIN & CO., Selling Agents for Ontario and Quebec,
BOARD OF TRADE BUILDING, - MONTREAL.

THE CANADIAN GROCER



1 and 2-lb. Tins.

Start the New Year right by placing an order for

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

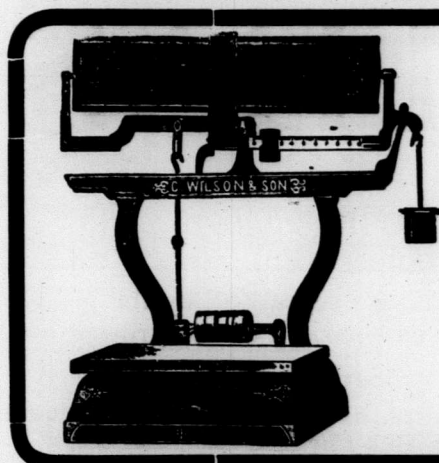
HIGH-GRADE

COFFEES and SPICES

Make **QUALITY** the foundation for 1904. Handle S. H. & A. S. EWING'S perfected products. Place your order now.

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

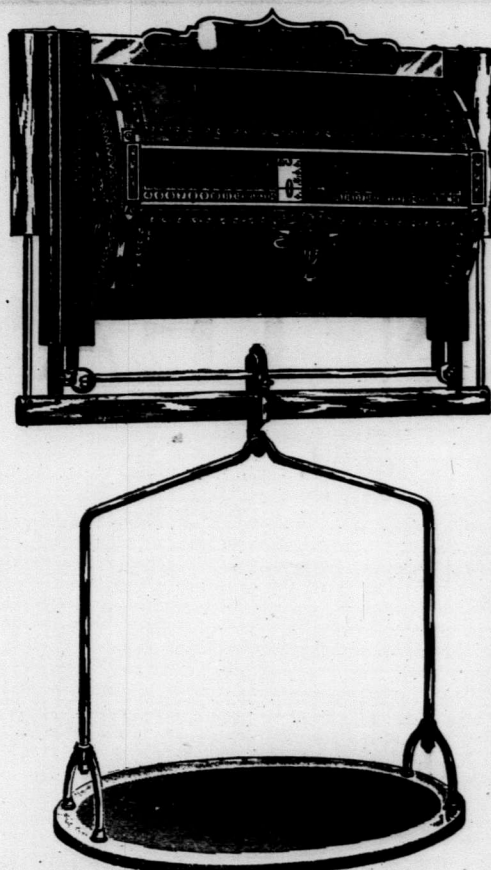
I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING ST. WEST, TORONTO, CAN.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West,

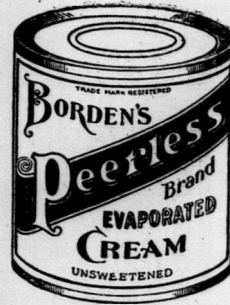
TORONTO

MONTREAL, 301 St. James St.,

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk**, **Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream**, unsweetened, can be obtained through our local representatives.



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co.**, Toronto. **W. H. Dunn**, Montreal. **Erb & Rankin**, Halifax. **W. S. Clawson & Co.**, St. John, N.B. **Scott, Bathgate & Co.**, Winnipeg, also **Shallcross, Macaulay & Co.**, Victoria and Vancouver, B.C.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie.**, and all wholesale grocers.

AGENTS IN TORONTO—**Canada Grocers, Limited**, and all wholesale grocers

THOMAS J. LIPTON, 39 Pearl Street, New York City.

—“everyone to his taste”

but the taste
for

JAPAN TEAS

once acquired,
can never be satisfied by the
teas of any other country.

Why?

Because there is a freshness, a flavor, an aroma, and a
delicious healthfulness about them, possessed by

no other Teas in the world.

THE CANADIAN GROCER

A BRILLIANT INVENTION.

JAMES' DOME LEAD

64 YEARS STEADY ON THE MARKET.

KING OF BLACK LEADS. GOOD THINGS ONLY LAST

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

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH** ASK TRAVELLERS THE PRICE
IVORINE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

THE
VERY
FACT

that once your customers try Tea Rose Drips they will have no other sugar syrup is *prima facie* proof of the pre-eminent excellence of our product.

A pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.



"Tired nature's sweet restorer."

PATERSON'S CAMP COFFEE ESSENCE

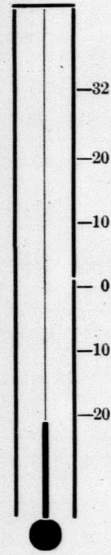
makes a most delicious and refreshing coffee—the reason it is so popular a seller.

ROSE & LAFLAMME,
Agents, Montreal.

IT'S A COLD DAY

WHEN THE SALES OF

CEYLON TEA



don't warm the heart,
cheer the mind
and swell the bank account

—OF—

The Wise Grocer

who has read these advertisements
and improved his tea department
by specializing on Ceylons.

No other Teas
sell like

CEYLON TEAS
Black and Green.

**ORDER
NOW.**

The Teas the Canadian
people will have

CEYLON TEAS
Black and Green.

Bush
STRA

BEST COMM

W. J. ELLIO

Use

S-A-L-A-

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ARE YOU



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IF

for \$10, give
him with \$10
If he buys a
off a ten-cen
his purchase
BOOK. NO
KICKING.
but why no
free sample

THE EBY,
C. O. BEA
ALLISON

CENTRAL Business College

STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.

Write for Handsome Catalogue

W. J. ELLIOTT, Principal.

Use Live Bait.

R-O-Y-A-L

S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.

Let your customers know you recommend
the BEST.

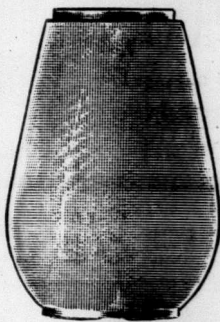
It will make you money.

ROYAL SALAD DRESSING is making
new friends every day.

The Horton-Cato Mfg. Co.,

DETROIT, MICH., WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.

OF WALLACEBURG, LIMITED.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:



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.

THE CANADIAN GROCER

THE Burlington Canning Co. Limited

Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Want Ads.

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

MACLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Do you use FOSTER'S POTS?

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

It's handy to use our brown and manilla

Wrapping Papers

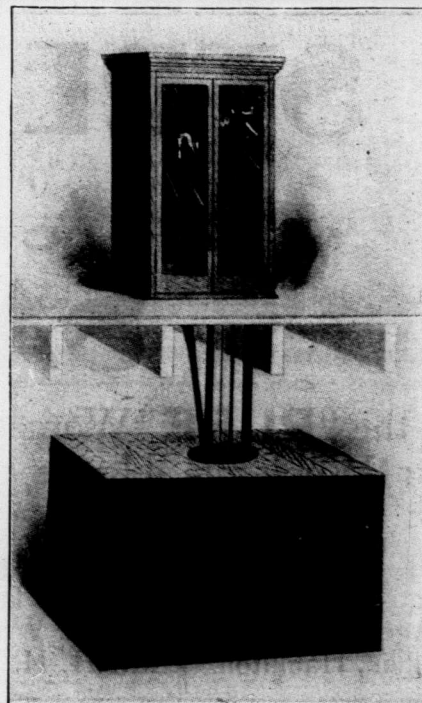
because they have strength and durability essential to satisfactory wrapping papers. Full weight and full count in every order.

CANADA PAPER CO.

Limited

Toronto, Montreal and Windsor Mills, Que.

IN THE DAYS OF BIG PROFITS



CELLAR CABINET.

"ANY OLD WAY" OF HANDLING OIL WAS THOUGHT "GOOD ENOUGH."

SMALL MARGINS

OF TO-DAY DEMAND THAT TO MAKE ANY PROFIT ALL WASTE MUST BE STOPPED AND UP-TO-DATE METHODS MUST REPLACE THE ANTIQUE WAYS OF OUR FATHERS.

A Bowser SELF-MEASURING Oil Outfit

IS THE UP-TO-DATE METHOD BECAUSE THEY

SAVE IN OIL IN TIME IN LABOR MONEY

Let us give you other reasons. Fifty different styles of oil or gasoline outfits.

Catalogue "B" giving full information free for the asking.

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

A BEAUTIFUL

Lithographed Counter Tin free with the first order for

GOLDEN EAGLE COFFEE.

MAIL US YOUR ORDER.

Try the Coffee, if you do not think it is better goods than you are using, keep the fancy tin and return the Coffee at our expense.

The American Coffee & Spice Co.

109 Front St. East, TORONTO.

Sterling Brand Catsups

The Sterling Brand Catsups are superior in quality, because if they are not the best grade they are not allowed to bear the brand "Sterling."

Grocers may be sure of pleasing their customers by selling them this brand of Catsups.

are a success because they please.

The T. A. LYTLE COMPANY, Limited

Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "PURE" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.

Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

How is Your Coffee Trade ?

Good, Eh !!

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

Toronto Branch, 29 CHURCH ST.

96 KING ST., MONTREAL.

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

Dr. Laing's Cream Sauce.

"There is not anything, to my mind, equal to it, and I have tasted them all,"—the involuntary praise of a grocer of long experience. Retails at **25c.**

Bromley's Coffee Essences.

Admirable for afternoon receptions and for serving evenings. Quickly prepared. Two sizes, to retail at **15c.** and **25c.**

W. G. PATRICK & CO.,

Sole Canadian Agents,

29 Melinda St., Toronto

A HELP
IN ATTRACTING AND HOLDING TRADE,

REINDEER BRAND

condensed milk.

BUY NO SUBSTITUTES.



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

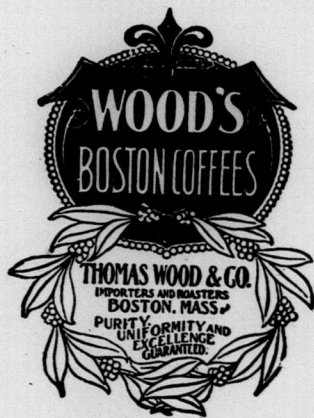
TEAS — That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

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

Branch CANADA GROCERS LIMITED.

ON GUARD.



It may be a good idea to close the door after the horse has disappeared.

But you lose your horse all the same, and once gone, he may never come back.

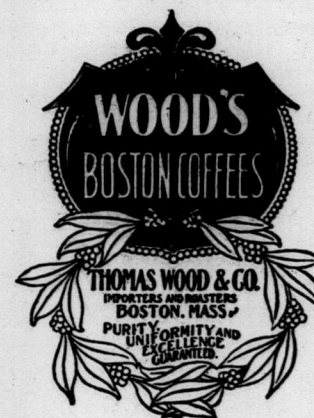
In like manner the Grocer's trade "makes itself scarce" unless properly protected.

Place a good faithful guard on duty at the doorway.

The strongest detail you can select is

WOOD'S COFFEES.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.



Our **TEA SALE** is still going on. Write for samples before bargains are all gone.

FISH is getting very scarce. We have full stock. Send us trial order, or telephone No. 1446 and No. 1447.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

---if you want **TEAS, WRITE US**

Our stock is large and carefully selected, and our prices will prove attractive—

Try Us.

for any grade or style, mentioning quality and price, we will mail you samples by return mail of best values in the market.

James Rutherford & Co.

IMPORTERS

27 St. Sacramento St.

MONTREAL.

Window and Interior Displays

Timely Hints
and Suggestions.

The Lack of Taste.

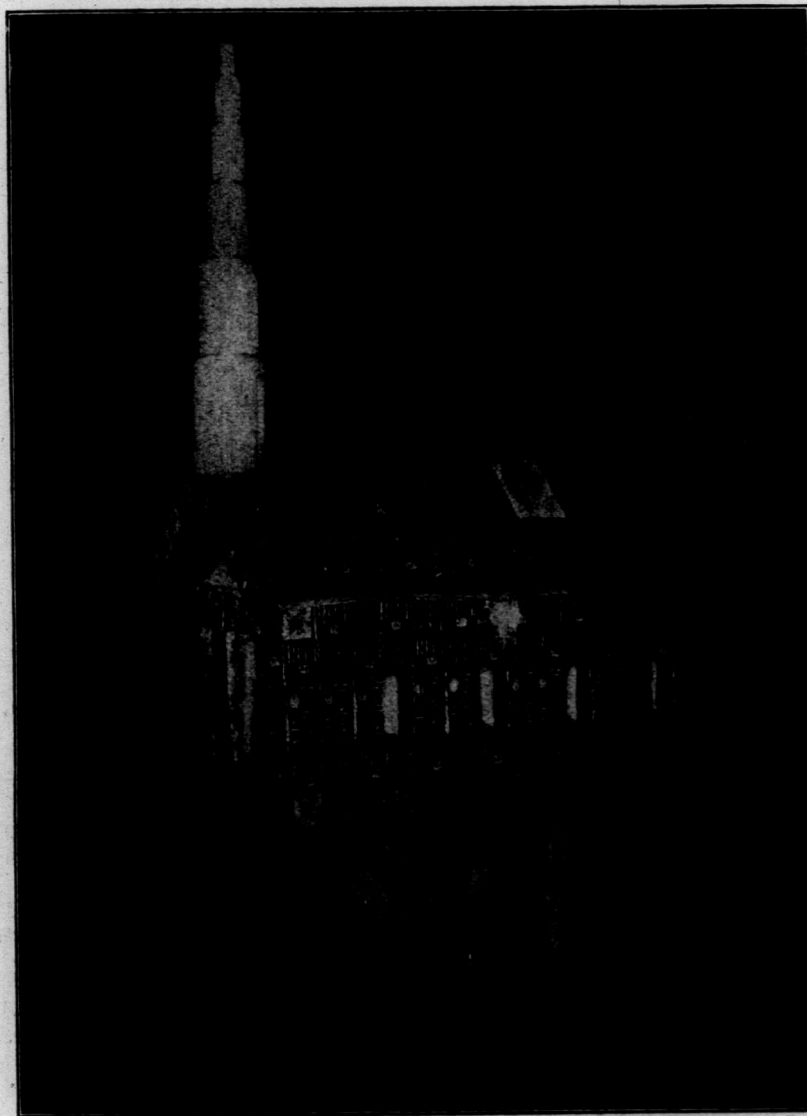
WHEN a merchant displays little interest in his window, he often hides behind the fact that he has no taste for window dressing,

that is, that he has none of the artistic qualifications that show themselves in first-class windows. As is the case in most of the causes to which the unprogressive merchant assigns his unattractive windows, it is a characteristic which he does not endeavor to overcome. He really thinks it is so, and blames this rather than lack of effort on his part.

It may be true enough in some cases that a merchant doing his very best would make his windows look like a store-room, or would be utterly unable to acquire the desired effect. Such a man is, however, deprived of all excuse by the fact that his clerk, or one of them is not likely to be as inartistic as he is. If so, it simply shows that a new clerk is required. Windows must be dressed even if the old staff must be dismissed and a clerk with some ideas of arrangement be engaged. However, it is so very seldom that the merchant is as bad as he says, that it only requires some effort and push on his part to convince himself that if not a born artist, he has some eye for effect, and at least the ability to arrange articles neatly.

Neatness is essential to the effective display, and a window in which it is a prominent feature is sure to have its attractions, although perhaps not so well

arranged as if by an experienced window dresser. With time too, he will improve his eye for beauty and the ease with which he will think of designs. Ambition and practice is all that is necessary to make a fair window dresser out of any man.



A Tea Packet Window—Dressed by Mr. Jas. A. Dawson, for J. Edgcumbe, Peterborough.

A Tea Packet Window.

A cut is shown of a good display arranged by Mr. Jas. A. Dawson, for J. Edgcumbe, Peterborough, and made up of packages of "Red Rose" tea. The framework of the building was first con-

structed, merely a skeleton shape being required, and over this was placed the packages, with openings left for windows and doors. The steeple is simply the advertising tins of "Magic" baking powder, and the front is made more natural by the use of sod and small steps.

The design might be further improved by placing the building on the floor of the window and filling up the remainder of the floor with sod, a fence, or other details of a lawn or field.

An excellent idea is contained in the church shown. It could be enlarged upon by building up from week to week fac similes of local public buildings or well-known residences. This could not be carried out with tea packages, and oftentimes the display will contain no grocery stock save what can be worked in as a background or built up into other details of the design. Such a window changed every day would be full of interest, or better still alternate a display of this kind with one or two pertaining more closely to the grocery store. A purely picture window is not to be commended on general principles, but it has its uses at times, and if not allowed to drive out stock windows it will always revive a waning interest in the public.

Fences can be built in sections to allow a unitability of design for variety's sake, and walks are easily made of fine gravel or of permanent wooden construction. An excellent and simply made fence can be provided by driving wire nails of the required length through two parallel pieces

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

STOVE POLISH
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.

of wood to represent the framework. The heads are at the bottom and driven close into the lower runner and the ends protrude a short distance through the upper runner. By making this up in short sections, the work is simplified and the sections can be placed in a position to represent any iron fence which is being imitated.

PROSPEROUS KENTVILLE.

KENTVILLE, N. S. (population 2,000), the shire town of the richly endowed County of King's, has been blessed with a slow but sure growth during the past year, writes Mayor C. F. Rockwell, in the Kentville Chronicle. The business firms report a prosperous year, especially since the farmers have been receiving returns from their apple shipments.

No new industries have been started, but the existing industries have had an excellent year and are looking forward to a bright future. The Lloyd Manufacturing Company, with saw mill machinery as its specialty, employs 25 hands and does a \$75,000 business. The Nova Scotia Carriage Company, whose sleighs and carriages are sold all over Canada, gives employment to 75 men. Last year their business amounted to \$140,000.

The Dominion Atlantic Railway also employ many men in the machine and repair departments. The disbursement of the wages received by the employes of these industries is appreciably felt in business circles.

A fair amount of building has been carried on during the last season. The fine residences of Mr. Fred W. Wickwire and Mr. Wiley W. Rockwell have added greatly to the appearance of the place. A new brick County Court house

has been erected at a cost of about \$20,000. The new Government Sanitarium for the treatment of consumptives in the northern part of the town, occasioned an outlay of some \$30,000. The D. A. R. station has been thoroughly remodelled and enlarged at a cost of nearly \$15,000. Kentville contributed \$6,000 towards this improvement. Messrs. F. B. Newcombe & Co. have practically rebuilt one of the largest stores in town for their extensive dry goods business. Another building has been fitted up at a large expense for the Union Bank of Halifax and Messrs. Wickwire & Newcombe, barristers. Music Hall Block, which was partly destroyed by fire a year ago, has been put in better condition than ever.

New Aldershot, situated about a mile from town, has given employment to a large number of men, besides filling Kentville with military life and enthusiasm, during the season of drill.

Among the civic improvements may be mentioned the purchase of the old County Exhibition grounds at a cost of \$3,600 for a Town Park, the construction of a sewer on Aberdeen street, which is the beginning of a proposed system extending throughout the town, and an extension of the water system to cost \$10,000, work upon which will soon commence.

The schools and academy are supplied with a well qualified staff of teachers. The principal, Mr. Ernest Robinson, being a scientist of more than local repute.

HERRING DIE IN MYRIADS.

A tremendous sacrifice of herring took place at Departure Bay a few days ago, says a despatch from Victoria, B.C. According to an eye-witness, they came in

to the channel opposite the Pink Un in a large shoal and struggled up as near the shore as possible, then turned on their backs, died and sank. There seemed to be absolutely no explanation of the phenomenon. Last year the same thing occurred on the day of the dynamite explosion at the powder works, and it was generally agreed that the herring died in the water from the shock of the explosion. This year, however, the same remarkable phenomenon has occurred without an explosion, and some new theory must be put forward to account for it.

IMITATIONS OF A CHOCOLATE PACKAGE.

There is hardly an article of domestic use in this country better known or more familiar to housekeepers than "Baker's Chocolate" in a blue wrapper with a yellow label. The high reputation and constantly increasing sales of this article have led to imitations on a very extensive scale. To distinguish their product from these imitations Walter Baker & Co., Limited, have enclosed their pound packages in a new envelope or case of stiff paper, different from any other package. The color of the case is the same shade of deep blue heretofore used on the Baker packages, and no change has been made in the color (yellow) and design of the label. On the outside of the case, the name of the manufacturer is prominently printed in white letters. On the back of every package a colored lithograph of the trade mark, "La Belle Chocolatiere," sometimes called the "Chocolate Girl," is printed. Vigorous proceedings will be taken against any one imitating the package.

INCREASE YOUR INCOME by selling

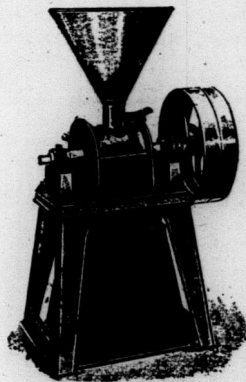
UBERO COFFEE

FULL BODY. CLEAN BEAN. NATIVE STRENGTH.

Packed in 1-lb. Cans Whole or Ground, 31c. lb. "Checker" brand at 28c. is a seller; also in 1's. Coupons entitle buyers to free Coffee Mills.

LUCAS, STEELE & BRISTOL, The Original Quick Shippers, **Hamilton.**

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.



GRINDING MILL.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.

Gas-Heated Roaster—Internal Flame and Automatic Sampler.

Coke, Wood, Etc., Roasters.

Grinding Mills, Plain or Ornamental.

Air Propellers. Air Compressors.

Patent Fruit Washers.

Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

Sample and Window Roasters.

Patent Chicory Nibber.

Dressing Machinery.

Dry Fruit Cleaners.

THE GROCERS' ENGINEERING CO.

COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE
MAILED FREE.

TO OPEN 1st to 15th FEBRUARY.

James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

**Corner Stepen Avenue and 3rd Street,
CALGARY, ALBERTA.**

LLOYD T. MEWBURN,
MANAGER.

Warehouse on Switch. Cars loaded and
unloaded direct from or to warehouse.

Thomas Kinnear & Co.

Wholesale Manufacturing
and Importing Grocers

49 Front St. East,

TORONTO.

Telephones { Main 37
Main 104

Sole Agents for

CROWN BLEND TEA

“ COFFEE

“ BAKING POWDER

“ MOLASSES

VICTORIA EXTRACTS

PROMPT SHIPMENT.

The opal jars can be imitated, but
MacLaren's Imperial has a
standard of its own.

When you see
a cheese

put up in an opal jar

what do you
think of?

When your customer sees a cheese
put up in an opal jar

what does he
think of?

You both naturally think of
the same brand

**MacLaren's
Imperial**

because it is famous and is
always the same.

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
Toronto, Ont.

Business Changes

ONTARIO.

A MEETING of the creditors of D. M. McPherson, cheese maker, Lancaster, was announced for the 18th inst.

J. H. Malloy, general merchant, Sandown, is dead.

T. Hern, grocer, Toronto, has sold out to F. S. Woods.

F. W. Moyer, meat dealer, Hamilton, has sold out to J. H. Moyer.

J. Kearns, dry goods merchant and grocer, Orangeville, is dead.

W. G. Harris, lime, flour and feed dealer, Amhurstburg, has assigned.

The assets of J. Louthier, general merchant, Wendover, have been sold.

The estate of Park & Hodgins, general merchants, Sutton West, is to be wound up.

J. N. Munshaw, general merchant, Woodburn, has advertised his business for sale.

A meeting of creditors of J. Reid & Co., general merchants, Thornton, is announced for 23rd inst.

H. F. McAllister, general merchant and miler, Ethel, has sold his general store to R. C. Davies & Co.

The premises of J. T. Hill, grocer, Hamilton, have been damaged by fire. Loss partially covered by insurance.

A. C. Quodd, general merchant, Quodville, has assigned to S. McDougall. Meeting of creditors announced for 25th inst.

F. Elliott, tinsmith and general merchant, Toronto, has assigned to S. A. Paterson. Meeting of creditors 10th prox.

B. J. Warttig, cigar manufacturer, London, has amalgamated with Stirton

THE CANADIAN GROCER

& Dyer, cigar manufacturers, both of London, and has been admitted to partnership.

QUEBEC.

M. Desilets, grocer, etc., Grand Mire, has assigned.

Patterson & Baird, grocers, Montreal, have registered.

J. D. Thompson, confectioner, etc., Montreal, has registered.

W. Germain & Frere, general merchants, St. Bazile, have registered.

Consent of the assignment of H. Noel, hay merchant, St. Marc, has been filed.

J. Pare & Co., vermicelli manufacturers, Montreal, have dissolved partnership.

The assets of T. S. Williamson, wholesale produce dealer, Montreal, have been sold.

The Canada South Africa Lumber and Produce Co., Montreal, has been incorporated.

The assets of J. B. E. Frenette, grocer, Fraserville, were advertised to be sold 19th inst.

A. Bertin & Co., general merchant, Val Des Bois, have been burned out. No insurance.

V. E. Paradis has been appointed curator to J. N. J. Bisson, general merchant, Broughton Station.

S. C. Durand & Co., wholesale tea and coffee merchants, Montreal, have assigned to Wilks & Michaud.

A meeting of the creditors of A. G. McBean & Co., grain merchants, Montreal, was announced for 18th inst.

The assets of J. T. Paradis, general merchant, Ste. Anne De La Perade, are advertised for sale on the 23rd inst.

The assets of J. C. Lemire & Co., general merchants, St. Guillaume D'Upton, are advertised to be sold on the 22nd inst.

S. Sauve, general merchant, St. Stanislas De Koste, has assigned to Bildeau & Chalifoux, and his assets have been sold.

J. Beaulieu, commission and provision merchant, Montreal, has made an assignment. Meeting of creditors announced for January 19.

NOVA SCOTIA.

Demont & Buist, cigar dealers, etc., Sydney, have registered.

E. McLeod, fruit dealer and confectioner, Sydney, has obtained her husband's consent to do business in her own name.

The partnership has been registered for F. A. & J. W. Simson, general merchants, Grand Pre, to do business under the firm name of Simson Bros.

The partnership has been registered for F. & J. Killam, Yarmouth, to do a general commission and insurance business under the firm name of Killam Bros.

MANITOBA AND N.W.T.

Gibbons & Co., grain dealers, Winnipeg, have been incorporated.

P. Winram & Co., general merchants, Manitou, have sold out to E. Gill.

The premises of Kerr & Terrill, grocers, Calgary, have been destroyed by fire.

McArthur & Lyons, general merchants, Griswold, have sold their Griswold business to Tipling & Belden.

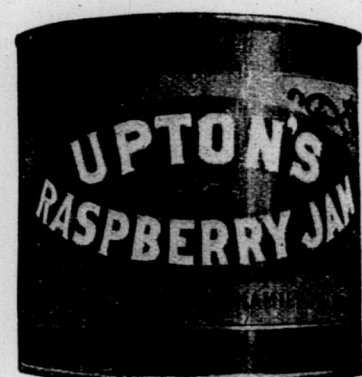
Milne Bros., dealers in implements and grain, Rapid City, have sold their implement business to E. C. G. Jackson.

BRITISH COLUMBIA.

The B. C. Supply Co., Vancouver, have assigned to R. Kelly.

H. Brackman, of the Brackman Milling Co., Victoria, is dead.

The stock of Morrison & Caldwell, grocers, etc., Nelson, has been sold by mortgagees to J. J. Kirkpatrick & Co.




THIS NEW 2-LB. PACKAGE OF

UPTON'S

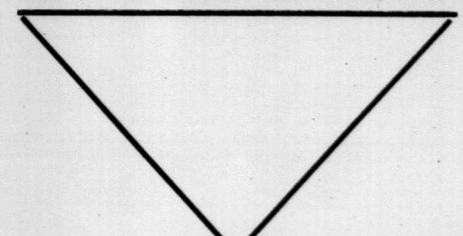
PURE
FRUIT
JAMS
JELLIES
AND
ORANGE
MARMALADE

IS THE BIGGEST
KIND OF VALUE.



A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

Prunes



Santa Clara
and
Oregon Fruit

PRICES RIGHT

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Dairymen Elect Officers.

AT the annual meeting of the Eastern and Western Ontario dairymen recently held at Belleville and St. Thomas respectively, officers for 1904 were elected as follows:

EASTERN DAIRYMEN'S ASSOCIATION.

President—D. Derbyshire, Brockville.
First Vice-President—J. R. Dargavel, Elgin.

Second Vice-President—John McTavish, Vancamp.

Third Vice-President—L. L. Gallagher, Wilton.

Directors—Division No. 1, Edward Kidd, North Gower; Division No. 2, Wm. Eager, Morrisburg; Division No. 3, Levi Patton, Brockville; Division No. 4, Jas. Whitton, Wellman's Corners; Division No. 5, T. B. Carlow, Warkworth; Division No. 6, Henry Glendinning, Manilla.

The treasurer, secretary and auditor will be elected by the other officers of the association at a subsequent meeting.

WESTERN DAIRYMEN'S ASSOCIATION.

President—J. W. Paget, Canboro.
First Vice-President, Robt. Johnston, St. Thomas.

Second Vice-President—W. Steinhoff, Stratford.

Third Vice-President—Thos. Ballantyne, jr., Stratford.

Directors—District No. 7, John McQuake, Owen Sound; District No. 8, W. R. Shearer, Villa Nova; District No. 9, John Brodie, Mapleton; District No. 10, James Connelly, Portershill; District No. 11, W. K. McLeod, Vankleek; District No. 12, A. F. MacLaren, M.P., Stratford.

Auditors—J. A. Nelles, London, and Geo. Smith, Woodstock.

Representatives to Industrial Exhibition, Toronto—A. F. MacLaren, M.P., Stratford; J. N. Paget, Canboro.

Representatives to London Exhibition—J. W. Steinhoff, Stratford; John R. Isaacs, London.

Manitoba Dairy Produce.

The production of cheese in Manitoba last year according to the report of the

Minister of Agriculture to the Manitoba Legislature last week shows an increase of 26 per cent. and the price 76 per cent. per 100 lbs. over 1902. Creamery butter showed a gain of 8 per cent. on production and a loss of 47 cents per 100 lbs. in price. Dairy butter a gain of 90 per cent. in product and 78 cents advance per 100 lbs. in price.

The summary of dairy products for the year showed that the total dairy products realized \$858,709.26, of which 2,738,868 lbs. were dairy butter at an average price of 15.7c., or a total of \$429,445; 1,532,835 lbs. creamery butter at an average of 18.13c.; total \$277,901.98 and 1,382,304 lbs. of cheese at 10.95c. lb., a total of \$151,362.28.

Provision Trade in Scotland.

THE Scottish Trader summing up the provision trade for 1903 says:

The year just closed has been rather an indifferent one for the provision trade generally. It opened with a somewhat high level of prices in all departments, and the reduction in prices that has taken place lately has had the effect of diminishing the volume of business done in the wholesale branch of the trade. At the same time it will produce a more healthy state of matters by and by, as when high prices prevail there is a diminishing of profits in both the wholesale and retail departments. The general reduction in prices has been caused by general depression in trade, and while the provision trade has suffered to a large extent the depression has been more felt in the soft goods and allied trades.

The recent decline in the price of hog products has brought that article within the reach of all buyers, and should have the effect of stimulating a normal demand.

The butter trade has been a normal one throughout the year, and the moderate prices prevailing have caused a weaker demand for margarine than formerly; indeed, while the returns of imports of the latter article show a large decrease those of the former show a decided increase.

The prices of cheese at the beginning of the year ruled unusually high, but of late they have been more moderate and within the reach of all. There has been a larger make this season than usual, especially in Canadian, and this has been the means of reducing prices towards the close of the year.

This lower level of prices generally in the trade should have the effect of bringing about a healthier condition of business as well as being an advantage to all classes of consumers.

Manitoba Poultry.

The Department of Agriculture of Manitoba reports that the farmers of that province sold during the year 1903 poultry to the following extent:

District—	Turkeys.	Geese.	Chicken
Northwestern....	12,900	10,660	44,450
Southwestern....	19,536	9,176	114,700
North Central....	17,000	6,390	63,000
South Central....	23,100	10,500	4,550
Eastern.....	17,000	10,530	118,350
Province.....	88,726	27,256	388,050

Lipton Sells His Seat.

Sir Thomas Lipton has severed another of the ties which bound him to American mercantile interests. He disposed of his seat on the Chicago Board of Trade last week for \$3,000. The Lipton packing plant at Chicago is still in the baronet's hands, however, despite renewed rumors of its sale to the National Packing Company.

Siberian Butter.

Great efforts are being made to improve the quality of the Siberian butter put upon the British market, says the Scottish Trader. The Russian Government have decided to subsidise the industry by a loan of over two million roubles, and special instructors in butter-making have been appointed to assist the manufacturers. Attempts are also being made to form co-operative associations of the Danish pattern, in order to secure uniformity of production and raise the standard of quality. At present, of course, Siberian butter is worth far less than the Danish product, but the progress made since 1895, when exportation commenced, has been remarkable.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



We control the product of

**"The Charlottetown
Preserving Co."**

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's,
square tins.
Whole Ox Tongues, sizes, 1½'s, 2's
and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's
and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square
tins.
Compressed Cooked Ham, sizes, 1's and
2's, square tins.

Potted and Deviled Meats, sizes, ½'s
and ¼'s.

Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.

Royal Baked Beans, sizes, 1's, 2's and
3's, either plain or with sauce.

Lunch Sausage, size, ½'s, 4 doz. to case.

Vienna Sausage, size, ½'s, 4 doz. to case.

Soups, Ox-Tail, size, 2's, 2 doz. to case,

Kidney Stew,

Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz.,
36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb.,
fibre packages; 7, 14 and 25 lb. pails,
tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

F. W. FEARMAN CO., Limited
PORK PACKERS and LARD REFINERS.
HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails,
Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co.,
PORK AND BEEF PACKERS,
TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

THE market presents no very notable feature this week. Generally there is a lull reported, some, however, speak of very respectable orders for this time of the year. Bacon perhaps, is receiving most attention. Lard is still weak. Long clear has eased off 1-4 cent; medium hams are perhaps a trifle firmer as is also short cut pork. Dressed hogs are quite easy this week at about \$6 to \$6.10 for light weights. The fresh meat market is steady. Lamb is scarce and has advanced in price. We quote:

Long clear bacon, per lb.	\$ 0 08½	\$0 08½
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 10	0 10½
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09½	0 10
Bacon, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	18 50	19 00
Shoulder mess pork, per bbl.	15 00	15 50
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 08½
" pails	0 08½	0 08½
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 00	6 10
" heavy	5 90	6 00
Plate beef, per 200-lb. bbl.	6 50	9 00
Beef, hind quarters	4 50	5 50
" front quarters	6 50	7 25
" choice carcasses	5 50	6 50
" medium	5 50	5 75
" common	6 50	7 50
Mutton	8 00	9 75
Lamb	6 00	9 00
Veal	6 00	9 00

Butter—The closing of the late Fall and Winter cheese factories has had its effect on butter and as a result there is a large production of creamery with some accumulation. The same is reported by some on the street with regard to dairy. An easier feeling all round may be regarded as a fair estimate of the butter situation. We quote:

Creamery prints	0 19	0 21
" solids, fresh	0 19	0 19½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—While there is no quotable change in cheese there seems to be a better feeling. Stocks have been gradually going into consumption and the indications point to a better demand for export. We quote:

Cheese, large	0 10½	0 10½
" twins	0 11	0 11½

Montreal.

Provisions—The week has seen a steady and satisfactory demand for smoked meats of all kinds. Hams and bacon have been selling well at the prices quoted. The English market for bacon is reported quiet. A steady trade in lard is also reported at unchanged prices. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	17 50	18 00
American fat back	18 00	18 00
Bacon, Wiltshire, per lb.	0 13	0 13½
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00½	0 00½
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
60-lb. tubs	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01
Wood net, tin gross weight		Wood. Tin
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The market continues very firm, the bulk of the trading being for local account, although a few small lots have gone forward to England. We quote as follows: Finest fresh prints, 23c.; finest Fall made creamery in 56-lb. boxes, 22c.; Winter made, 20 1-2 to 21c.; dairy butter, 17 to 18c. for selected goods and 15 to 16c. for medium grades.

Cheese—The market continues firm owing to a better demand in England. The bulk of the stocks in Canada are being held on English account and they are now being rapidly depleted. We quote: Finest strong cheese 11 1-2 to 12c.; mild, 10 1-2 to 11c.

St. John, N.B.

Provisions—In barreled pork market is firmer but prices are still low. Beef is also rather firmer but less active than pork. It is said sales for later delivery have been made at low figures. The very low price of pure lard continues. There is but little difference between pure and refined. Hams and rolls, while quite firm reflect the low price of pork. In fresh meats beef is unchanged and offered freely. Pork is quite low, though rather firmer. New veal is offered and good prices obtained for best stock. Lamb is quite firm. Mutton is dull. We quote:

Mess pork, per bbl.	\$16 00	\$18 00
Clear pork	17 00	18 00
Plate beef	11 00	12 00
Mess beef	10 00	11 00
Domestic beef, per lb.	0 05	0 06
Western beef	0 07	0 08
Mutton	0 05½	0 06
Veal	0 03	0 09
Lamb	0 07	0 08
Pork	0 06½	0 07
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08	0 08½
" pails	0 08½	0 09

Butter—Best stock is getting scarce and prices are rather higher. Of the poorer grades there are ample stocks.

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair	0 14	0 15

Eggs—Are very scarce and higher. It is seldom the market is so bare. In henry stock almost any price asked can be obtained. Some eggs were lately shipped from here to Boston and while returns were satisfactory it of course affected stock here.

Eggs, henry	0 30	0 35
" case stock	0 24	0 25

Cheese—While supplies are not large sales are dull. Prices are unchanged. We quote:

Cheese, per lb.	0 12½	0 13
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London Provision Markets.

Thomas Nesbitt & Co., under date of London, January 4th, 1904, write as follows:

Butter—Market generally quiet. Colonial supplies heavy, and price rather lower.

Bacon—Lean selections of Irish and Continental in better demand and about 2s. dearer; fat meets with a slow sale at very irregular prices. Canadian leanest in fair request; other selections dull.

Hams—In small request.

Lard—Bladdered quiet. American

NOTICE!

We don't expect a wide-awake, enterprising merchant to buy our goods unless he is convinced that they are better goods, better packed and better value than he can possibly get elsewhere. Business isn't run on sentimental lines these days. Quality, price and prompt service determine which way the orders shall go.

Let us have the opportunity of showing you what we can do. On receipt of your address we will deliver, free of all charges, our samples of

Macaroni, Vermicelli and Fancy Pastes for Soups.

WHERE DO YOU LIVE?

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

CANADIAN MEATS
CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Rooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden
are
Willow
are

Walter
Woods
& Co.

Hamilton and Winnipeg.

pails, etc., must be quoted higher with very little doing.

Eggs—Market firm and unchanged.

Cheese—Market firmer at late values.

Matthews' Brawn

Suggests

to your customer, by its fresh, appetizing appearance, the luncheon or supper dish she is looking for. Sold everywhere for best family trade.

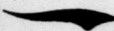
- Yields 40 per cent. profit on to-day's cost.
- Always shipped by express.
- In 10-lb. moulds, free.
- Write us, if our traveller does not "get" you.

THE
GEORGE
MATTHEWS
COMPANY,
LIMITED

ESTABLISHED 1868.

PETERBOROUGH
HULL
BRANTFORD



We are buyers of 

**Poultry,
Butter
AND Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

FRUIT AND NUTS AS FOOD.

THE Department of Agriculture at Washington has for several years been conducting a series of experiments to determine the dietary value of different foods, says The American Grocer. The experiments in question were conducted during the space of two years by Prof. Jaffa, of the University of California.

Nine dietary studies and 31 digestion experiments were carried on. In the majority of the dietary studies and all but one of the digestion experiments fruit and nuts constituted all or almost all of the diet. The results of the investigation emphasize the fact that both fruit and nuts should be considered as true foods rather than food accessories. The subjects were two women, three children, two elderly men, and two university students. The men all did hard manual labor during a part of the time, the students, working to support themselves while pursuing their studies.

The fare given in these experiments was in every case one that would appeal to any normal appetite. It embraced honey, tomatoes, apples, bananas, cantaloupe, grapes, verdal, cornichon, tokay, muscat, scarlet haws, pears, pomegranates, persimmons, oranges, strawberries, water-melons, figs, almonds, and peanut butter. The only animal foods allowed were cottage cheese and eggs, and these in limited quantities. The cost of such a diet varied from 15 to 18c. a day. Comparative experiments were carried along in which animal foods were employed under the usual conditions of living, and in these the daily cost ran from 26 to 30c. It was found that the food eaten supplied about 60 per cent. of the protein usually secured by the average meat diet, while health and strength continued the same, if not improved, and in two or three cases there was a slight gain in flesh and weight.

One of the chief objects of the series of experiments was to furnish data as to the value of nuts as food. Fruits contain little protein, and nuts are relied on in the fruitarian plan of eating to balance the ration. Fruits are rich in carbohydrates and nuts in fat. A pound of peanuts, which cost 7c., furnishes 1,000 calories of energy at a cost of 3½c., and protein at a cost of 36c. a pound. A porterhouse steak costs for the same result respectively 22½c. and \$1.31, when the steak can be bought for 25c. a pound.

The average price per pound of the protein of nuts ranges higher than the corresponding average of meats, but the cost per pound of peanut protein is lower than for meats, fish, eggs, milk, dairy

products, and prepared cereals. The only foods which furnish protein at a less cost than peanuts are flour and dried beans. According to Prof. Jaffa's experiments, nuts are the cheapest source of energy for the fruitarian, the peanut ranging far ahead of any other variety.

Although peanuts supply protein and energy for a smaller sum than bread, they are outranked by dried beans, which, at 5c. a pound, will supply for 10c. over 200 grains of protein and 3,040 calories of energy.

CATALOGUES, BOOKLETS, ETC.

A FISHING CALENDAR.

Connors Bros., packers of sea foods, Black's Harbor, are distributing one of the most interesting calendars that has come to hand this year. The hanger is dark red while upon a white space in the centre is a splendid reproduction of a number of fishing scenes. "Once a fisherman always a fisherman" is the text. At one corner is a line drawing of the angler, at seven and diagonally opposite his elder brother of seventy, while in the remaining spaces are a couple of capital fishing scenes from photographic views. Readers of "The Grocer" should write for this calendar. It is worth having.

EQUITABLE LIFE CALENDAR.

"The Grocer" acknowledges the receipt of a very handsome calendar from the Equitable Life Association. It is in the form of a hanger with six cards illustrated with a little girl in the act of playing school, graduating, bridesmaid, bride, mamma, and grandma. It is an extremely pretty idea well wrought out.

THE PACIFIC FISHERMAN ANNUAL.

A copy of the annual number of the Pacific Fisherman, published at Seattle, just issued, has been received by this paper. It is a very handsome edition of 100 pages, bound in fine cover of special design, lithographed in several colors and is a credit to the publishers. It contains a review of all the leading branches of the fishing industry on the Pacific coast, including accurately compiled statistics of the season's pack and comparative tables showing the pack of a number of years previous. A large wall map accompanies this number, showing the location of every cannery, saltery and cold storage plant on the Pacific coast. Also another map giving the location of all oyster beds on the

coast. The number is well worth 35 cents, the price asked by the publishers.

THE SEATTLE TRADE REGISTER.

The anniversary number of the Seattle Trade Register has just been received at this office. The edition is a splendid one of 120 pages on coated paper, and is filled full of interesting matter about that western city. A unique feature is the cover upon which is reproduced a fine photograph of Mount Beiner, the patriarch of the Cascades. Of particular interest in this edition is the large number of excellent half-tone cuts of the business stands and business men of the western coast city.

THE SUCCESSFUL TEA-TASTER.

THE successful tea-taster is no ordinary man, says London, England, Grocery. His sense of taste must be as keen as a razor and his judgment as sound as a bell. He has to be very careful to keep his palate clear of contact with certain things, and his sense of smell must be very acute. For hours before he commences his task—and no easy task it is—he must not try his palate with spirits, wines, pickles or anything strong, because he must keep it clean and ready for the flavor of tea.

The various samples are arranged in little cups in rows, and in connection with this it is an interesting point to note that the English tea-taster tastes standing on his feet—walking round the samples—while the American taster does his work sitting in a chair. The taster does not drink the tea; he merely sips and samples the tea with his palate. When he gets the flavor he empties his mouth, and after the lapse of a few minutes he tries the next sample and so on until he has finished the lot.

At one time every successful grocer was a good tea-taster, but the introduction of packet teas diminishes the number of grocer tea-tasters year by year. The tea-taster is often a victim of dyspepsia after a few years, but he commands a splendid salary, for on him depends the success of the various blends that he pronounces good. In China the best tea-tasters are Britishers, and their power during the principal sampling season is enormous.

The grocer's assistant, if he be a wise man, ought to take every opportunity he can to sample all kind of teas and blends. Several tea companies afford facilities for this purpose.

COFFEES

OUR POSITION IS UNIQUE.—We are the only Wholesale Grocers in Eastern Canada who import all our Coffees direct from the country of growth and who CLEAN, GRADE, ROAST and BLEND all our Coffees on the premises. We have the most modern and complete COFFEE ROASTING PLANT in Canada.

OUR COFFEE DEPARTMENT is in charge of an expert, devoting his entire time to it, thus we can recommend our brands of Coffees as being "par excellence,"—the best the trade affords.

"GOLD MEDAL"

WHOLE or GROUND,—in 1 and 2-lb. tins.
To retain its delicious aroma.—

ARE
OUR LEADERS.

"EMPRESS"

The peer of bulk Coffees,
to retail at **40cts.**

GREEN COFFEES.—We always carry a large stock of all kinds and can at all times quote you on RIOS, SANTOS, BOURBONS, MOCHAS, JAVAS, CEYLONS, MEXICANS, EAST INDIANS, MARICAIBOS, BAGOTAS, ETC.

—WE SHOULD BE PLEASED TO HAVE YOUR ENQUIRY FOR SAMPLES.—

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

WHAT IS CORN OIL?

As an article of commerce, corn oil has become of so great value that many corn millers are investigating the process of manufacture and establishing plants for its manufacture and production with their milling business. The oil is pressed from the germ of the corn when meal, grist, etc., are made. This portion of the seed was practically lost until the present processes of extracting oil were discovered.

In its preparation the germ is ground and pressed in much the same way that flax and cotton seed is prepared in the manufacture of linseed and cotton seed oil. In removing the germ, the corn is first steamed, when it passes to degermination. There is no secret in the process of corn oil manufacture, although each manufacturer endeavors to keep certain parts of this process secret, much in the same way that certain processes in the manufacture of flour are kept secret. The machinery for the extraction of the germ is patented, but the process cannot be said to be a secret in any sense of the word.

It is said that the annual output of corn oil in the United States is about 160,000 barrels, and of this amount about 100,000 barrels is manufactured by the Glucose Manufacturing Company. About 25 per cent. of this company's output is used in the home market, the principle consumers being white lead and putty manufacturers, paint manufacturers, soap makers, and it is also extensively used by the manufacturers of prepared paints, although few of them will admit it.

Its use in the foreign markets is said to be principally among the manufacturers of soft soap, and it is said to make a superior quality of soap. It commands a higher price than any other oil used for this purpose. The oil is also employed as an adulterant for table oil. It is easily purified, forming a light, amber-coloured, perfectly transparent liquid, without rancidity, and having a pleasant taste. It is also used for lubricating purposes, and may even be used as a lamp-oil.

MISTAKES—

will happen in the best regulated families.

—BUT

this is poor consolation to the grocer who has invested in a poor coffee mill.

better find out

If you are thinking of purchasing, you should write us for the "good points" of

THE "National"

SOLD ONLY IN CANADA BY

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS,

TORONTO, - - CANADA.



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page 27
a w.*

WHY PEOPLE LEAVE GROCERS.

THERE are lots of reasons why customers leave us and go to other stores. Sometimes they are not our fault and sometimes they are. Sometimes we make it a point to have an undesirable customer go, but at others the customer gets away when we would like to keep him on our books. Often we lose a customer from lack of tact or judgment on our own part or on the parts of our employees.

I have talked to a number of persons, women chiefly, and have asked them why they have made changes in their trading places, and I have found that in many instances they could have been retained by the former grocer if he had been more tactful. Sometimes the customer is so unreasonable that there is no getting along with her. Sometimes she lacks humor and mistakes our efforts at jokes. Often it is slight misunderstanding.

Very frequently the grocer does not know that there is anything unsatisfactory until he finds that the customer is walking by his place on her way to the store of a competitor, with her nose high in the air, or his order boy is told that she "will not care to have him call again."

Still there are lots of legitimate causes that customers have for quitting one grocer and going to another. One grocer may not be disagreeable, but the other grocer may be so agreeable that the first one suffers by comparison.

Of the women I have talked to I have the following causes:

Mrs. Blank went to her grocer's one day to order dinner. She asked the proprietor, who also has a market, what he had that was good. He replied that he had laid aside a nice leg of lamb for her. The cost, he told her, was about 90 cents. She said that it was too much and that she wanted something cheaper. He commented in this vein:

"That's the way with you rich people. You come in with diamonds and sealskins and object when a man wants a decent price for food. You put your money on your backs and don't buy half enough to eat. You spend a hundred for clothes without a word, but want to make a dinner out of fifteen cents' worth of cheap meat." That woman never went into the store again. The grocer may have told the truth. If he did he was foolish for doing it.

Another lady tells me that a certain grocer was one of the most satisfactory she ever dealt with, but that he simply

would not keep his promises about delivery. He would promise anything you wanted him to, but failed to keep his word. It got so annoying that she went to another grocer. He was never on time. That was a legitimate reason for changing.

A third lady tells me that she stopped her last grocer because he was so disagreeable about his bill. She ran a weekly account with him which had been paid regularly. One week her husband was out of town unexpectedly. She advised the grocer. Two days later the husband had not gotten home and he began such a persistent method of collection that every time the boy drove by he would run in with the bill. Then he began ringing her up over the phone. She told him that she was helpless until her husband's arrival, but the grocer kept calling her up and asking if the husband had gotten back. The following day the bill was paid and an account opened in another store. The people were as good as gold.

A fourth lady tells me that she stopped trading with her last grocer because he did not send her the things she picked out and which he sold her and because the prices were always higher and the quality not so good when she ordered by 'phone. That is, she could not trust the grocer when her back was turned. That was a fair reason for quitting.

A fifth lady tells me that she stopped trading with her grocer because his prices were too high. He was a very clever and agreeable fellow. He gave credit freely and had many losses. He made up for these losses by his stiff prices. The lady said that she always paid her bills and for that reason preferred to go to some place where she would not be held up for the losses of a poor business man. Grocers who give long credit to customers will have losses and they have to make up some way. Naturally a person who is good pay will not want the losses made up on him. Others who are good pay, but slow pay, may be willing to stand for the extra charge for such service.

Another customer says that she left a place on account of the freshness of a clerk. The clerk was one of those superior fellows who seemed bored to death with everything she said, and who had a way of commenting upon her purchases most disagreeably. I asked this woman if she had spoken to the grocer about the matter and she said that she had not. In this case the customer was wrong. She owed it to the grocer to in-

form him that his clerk was unsatisfactory to his trade. He probably would have rectified everything.—Modern Grocer.

LONDON TEA STOCKS

MCMEEKIN & CO., under date of London, E.C., 5th January, 1904. give the following figures as to the tea trade for the past three years.

Offerings at public auctions in London.—

	1903. Pkgs.	1902. Pkgs.	1901. Pkgs.
Indian.....	1,524,000	1,638,000	1,623,000
Ceylon.....	1,041,000	1,164,000	1,236,000

Imports.—

	Lbs.	Lts	Lbs.
Indian.....	159,707,000	153,537,000	160,716,000
Ceylon.....	93,279,000	101,292,000	103,234,000
Java, etc....	8,144,000	6,225,000	5,327,000
China.....	25,600,000	21,664,000	21,713,000
Total.....	286,730,000	282,718,000	290,990,000

Deliveries.—

Indian.....	156,575,000	158,348,000	157,615,000
Ceylon.....	93,395,000	101,123,000	108,385,000
Java, etc....	7,684,000	6,228,000	5,357,000
China.....	26,930,000	24,851,000	20,325,000
Total.....	284,584,000	290,550,000	291,682,000

Stock at 31st December.—

Indian.....	72,220,000	68,212,000	73,024,000
Ceylon.....	19,301,000	19,881,000	19,711,000
Java, etc....	1,534,000	824,000	827,000
China.....	13,396,000	14,668,000	17,855,000
Total.....	106,451,000	103,585,000	111,417,000

The above figures are made up from those issued by the Tea Brokers' Association, and they relate to London bonded warehouses only.

Consumption of all tea per head of population within the United Kingdom.....

	lbs.	lbs.	lbs.
United Kingdom.....	5'98	6'01	6'17

Percentages of each kind consumed within the United Kingdom.—

	p. c.	p. c.	p. c.
Indian.....	58¾	58	57½
Ceylon.....	31	33¾	36
Java, etc.....	4½	3½	2½
China.....	5¾	4¾	3¾
	100	100	100

INQUIRIES FOR CANADIAN TRADE.

The following are among the inquiries as to Canadian trade received recently at the Canadian Branch of the Imperial Institute, London, Eng.

1. A firm manufacturing patent paper bags of various kinds desires to be placed in communication with a first-class Canadian importing house prepared to handle the goods.
2. A London firm asks for addresses of Canadian shippers of black currant and other fruit pulp.
3. A firm handling large quantities of wood acetic lime invite correspondence from Canadian producers of same.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

Buying Right Saves Loss.



In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broom-ology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for.

Boeckh's Bamboo-Handled Brooms.

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim as been to please both dealer and consumer.

—OUR NEW BROCHURE "BROOM-OLGY"
—MAILED FREE ON APPLICATION.

UNITED FACTORIES, Limited,

Head Office: 80 York St., TORONTO, ONT.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

Some Goods that will soon command the market—

Red Seal Tomato Mustard

Red Seal Chutney Sauce

Red Seal Chili Sauce

Red Seal Worcestershire Sauce

Why ?

BECAUSE—The quality is equal to the best imported. The packages are very attractive. The price is no higher than for inferior goods, and, **most important**, because they are put up by the "Canadian Cannery" whose motto is "Monopoly by Excellence." Be the first to introduce them to your customers. They will thank you later. Place your order to-day.

CANADIAN CANNERS' CONSOLIDATED COMPANIES

HAMILTON, ONTARIO.

LIMITED

Fish and Cured Fish

Improvement in the Fish Trade.

THE consumption of fish throughout Canada, as all those who have studied the subject to any extent must have observed, is rapidly on the increase. The factors most principally contributing to this increase are as stated to your representative this week by Mr. J. Byrne, manager in Montreal for Leonard Bros., St. John, N.B., improved transportation facilities and a decided improvement in the manner of curing and packing fish for consumption. "More people are using fresh frozen fish in preference to green cod and salt herrings," said Mr. Byrne. "Formerly these latter were the only grades of fish handled, but since our friends in the Maritime Provinces have paid regard to style in packing, the deep-sea fruit trade has increased to a remarkable extent." It is a stated fact that fresh frozen fish is decidedly better than the dried or green kind, and with the climatic conditions in Quebec, Ontario and Manitoba particularly favorable for the shipping and vending of fish for at least four months in the year, the astonishing part is that not more are consumed. A fish diet is healthy and in comparison with meat certainly more economic for the consumer.

"The Canadian Grocer" has for many years past advocated the establishment of fish-vending and preparing establishments in the larger cities and towns, establishments where the, to a certain extent, troublesome part of cleaning the fish for the consumer, is carefully and promptly attended to, and it is with satisfaction that we can mention several stores in Toronto in which this is done. The result cannot fail to be beneficial to the fish trade and the enterprising merchants inaugurating these branches will reap satisfactory profits.

We are of the opinion that our friends in the Maritime Provinces by uniting on some common ground of action looking to the development of the fish trade in Quebec, Ontario and the West, would find the market ready for them, providing, of course, they placed their products before the trade and the consumer in such a way that a good and fresh supply should be at all times available.

Care in packing must, of course, be always exercised. The question of price will regulate itself in a very short time. Consistent and persistent advertising is also one of the most important features to be considered, and it seems to us that if energetic missionary work were done by the Atlantic fish dealers and shippers the gospel of good, healthy fish diet would soon evangelize the Western markets.

It is satisfactory to note that of late a few of the fish shippers of the East have entered the field and by placing their products before the trade in an appetizing manner, are getting a good hold on the trade. It will be necessary in a measure to educate the dealer as well as the consumer, as in many cases, too many, we have noticed, fish are handled in such a careless way that the consumer does not find them enticing, in fact, often is set against buying by the rough and ready way the goods are displayed, handled and delivered. The field is a difficult one to cover, but with united effort on part of those most directly and primarily interested, that is the fish packers and dealers of the Maritime Provinces, the result must in the end be beneficial all around, and particularly so to the East. "The Canadian Grocer" is ready at all times to lend its aid toward the development of one of Canada's greatest industries. The East should not let the British Columbia and Alaskan fisheries lead them in the race, they should at least be side by side. Consolidation, judicious advertising, careful packing and canning has brought British Columbia salmon to the front in the markets of the world, and we hope to see the Maritime Provinces rise to the occasion and place their products where their qualities entitle them to, in the front rank of Canada's trade. They have the best fish in the world, and financial means at their command to develop the industry.

Salmon Canned Whole.

Salmon canned whole! The idea seems somewhat preposterous, but the Miowera recently left British Columbia, says the Vancouver World, for the Antipodes, with a consignment thereof. This was a small shipment, it is true, but it may

lead to greater things. The inauguration of this style of shipping is credited to Mr. Collier, manager of the Cassiar Packing Company's cannery at Observatory Inlet. The can containing a whole salmon looks like a miniature torpedo that had got slightly flattened. The possibilities of a market for fish packed whole seems immense.

New Fishing Industry.

Capt. Harris, of Gabarus, and Capt. Cann, of Louisburg, says the Sidney Record, have been conducting experiments at Gabarus Bay recently with a view to determine whether or not herring similar to those caught at Bay of Islands, Newfoundland, are to be found there. The result of their experiment is that herring of this kind are quite plentiful and all that is required to get them is to have nets of suitable size.

This is a very important discovery as there has been no herring fishing during the Winter months. For these herring there is a large market for bait, etc.

NEW MAN ON ROAD.

Mr. George F. Stevenson, well known among the grocers of the West, has been engaged by Codville & Co., of Winnipeg, Brandon and Calgary, to succeed A. B. Sproat on their Western territory. Mr. Sproat is taking the management of the firm's spice mills, in which a number of improvements are planned.

Export Apple Trade.

The following estimate of quantity of apples exported for the week and season ending Jan. 16, 1904, was prepared by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland.....	23,804	.....	.....	.....	23,804
New York.....	2,731	6,730	712	8,714	18,887
Boston.....	14,830	2,903	2,746	300	20,779
Halifax.....	2,259	15,920	.....	.....	18,179
St. John, N.B.....	633	.....	625	4,444	5,702
Week's total.....	44,257	25,553	4,083	13,458	87,351
Same week, 1902.....	41,044	5,801	2,366	5,136	54,347
Season to date.....	1,255,512	576,541	388,051	435,750	2,655,854
Last.....	1,143,929	297,487	339,035	179,546	1,959,997

Mr. Barker is in receipt of the following cable from Liverpool in reference to the Wednesday morning apple market in that city:

"Cestrian, unsound condition; market very lively; Baldwins 16s.6d. to 23s.; Spies 14s.6d. to 21s.; Russets 18s.6d. to 25s."

The first coffee planted in Brazil was in Para from seed that came from Cayenne in 1727. In 1761 cultivation was started at Rio Janeiro by J. A. Castello Branco, but shipments on a large scale commenced only in 1817. Now Brazil produces three-quarters of the world's whole supply.

Telling Facts.

Selling good Coffee has made the reputation of more stores than any other line of groceries handled.

The cheering, refreshing goodness of **Chase & Sanborn's** "Seal" brand, and other **high-grade** Coffees will draw customers to your counter; they have done so for thousands, they will do the same for you.

Chase & Sanborn,

The Growers and Importers,

- - -

MONTREAL, P. Q.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held on Thursday evening, January 14th, at Monument National. A good attendance of members was present. President Chartrand occupied the chair. After reading and passing of the minutes of the last meeting the business of the evening was proceeded with.

It was moved by the secretary, Mr. J. A. Baudry, seconded by Ald. Laporte, that the constitution be amended to the effect that the officers of the association be authorized to meet every Monday to go over the business of the association, and that such business transacted by this committee be legal and passed by the association.—Carried.

On motion of Ald. Laporte, seconded by Ald. Ricard, Messrs. P. Deziel and A. Desjardine were accepted as members of the association.

Moved by Mr. G. A. Archambault, seconded by Mr. P. Filion, that the day set apart for early closing of all retail grocery stores be Wednesday and the hour 7 o'clock p.m., and that the secretary be authorized to notify in writing all grocers of the city of Montreal.—Carried.

The subject of early closing had received the attention of the association for some time and the fact that the step has been taken should evidence the feeling of the trade on this worthy matter. No doubt the thousands of clerks employed will duly appreciate this move and the employers will not lose anything. It is a fact that grocers in this city work longer hours than their brethren in other cities and the benefit all will derive will show itself in their business.

On motion of Mr. Beaudry and seconded unanimously it was decided that the Retail Grocers' Association lend their support in the approaching municipal elections to the following candidates: Messrs. L. A. Laporte, Clerique, N. Laporte, Ames, Gallery, P. O'Brien, Payette, Giroux, Couture, Lariviere, Ricard, Ouimette, Bumbray, Walsh, Turner, Lemay, Robillard, Lavallee, Ekers, Chausse, Valliere, Wilson and Martineau.

Of these 23 all are at present aldermen with the exception of Mr. P. O'Brien. It is a very interesting fact to note that there are on the board of aldermen of Montreal six grocers, one of them a

wholesaler, Ald. Laporte. What city in Canada can present such a creditable showing for the grocery trade? Mr. P. O'Brien, a new candidate is also a grocer, and Ald. Laporte is a candidate for the mayoralty, and if all signs are not false, will be elected as the next mayor of Montreal.

What the election of such a powerful section of grocers means to the grocery trade generally may be easily imagined. Certainly the interests of the trade will not suffer.

The secretary, Mr. J. A. Beaudry, before close of the meeting spoke at some length of a plan that should be worked out by the association looking to a proper safeguarding of grocers' interests generally from the ubiquitous and persistent "dead-beat." His plan is an elaborate and workable one, and will be laid before the association in detail at its next regular meeting.

In this connection it may be said that for an enthusiastic and thoughtful worker for everything that is in the interest of the grocery trade, Mr. Beaudry is always wide awake, and as his ideas are full of common sense and practicability the association's interests are well looked after. Mr. Chartrand, the president, possesses a knowledge of affairs thoroughly modern and his mature experience and level-headed business capacity will no doubt be given for the benefit of the association.

TEA REPORTS.

GOW, WILSON & STANTON writing from London, Eng., under date of January 8th, say: The interval of nearly three weeks without public auction naturally exerted a steady effect upon prices and the market after the holidays opened at firm rates for pretty nearly all descriptions. In spite of the heavy increase in imports since the commencement of the season the stock in London at the end of December was scarcely 3,000,000 lbs. more than a year ago.

Indian—The quantity brought forward was moderate for the time of year and the sale passed with a generally steady tone. Medium grades continue to be the cheapest kinds offering. Teas for price were, if anything, a trifle firmer.

Ceylon—Owing to the accumulation during the holidays, the sale was fairly

heavy, but passed off with good spirit and with all-round competition.

Java—Rates current before the holidays were fully maintained with general bidding and a distinctly firmer market.

Wm. James and Henry Thompson writing from London, January 7th say: Though the ruling factor in the tea trade of the United Kingdom may, perhaps, be said to be the one pound canister, yet it is probable that the sale of this blend is not much pressed, but it serves as an advertising medium and accounts for the narrow margin of value between common and useful liquoring tea which has existed for some time past.

Indian—The quantity, though larger, has met with a good reception and prices on the whole, especially for teas up to sixpence per pound, and also for best liquoring kinds have been in favor of sellers. The medium teas, however, about sevenpence per pound are still slow of sale.

Ceylon—Common tea remains steady with rates ruling as before the holiday, and for Pekoes above common the quotations were slightly in favor of sellers in many cases, broken Pekoes between seven pence and nine pence also showing improved rates.

PREMIUM OFFICE OPENED.

A premium office has been opened by the Duncan Mfg. Co. at 85 Inspector street, Montreal, where a large number of useful and ornamental articles such as chairs, tables, rockers, pictures, easels, lamps, cutlery, glassware, silverware, clocks, jewellery, etc., can be got for five wrappers and upwards. Orders from outside points are promptly filled and catalogue of premiums are furnished on application.

A FLOURISHING BUSINESS.

Dividend checks covering quarter ending December 31st were mailed on January 15th to the 300 merchant stockholders in E. W. Gillett Co., Limited. The dividend was \$2.50 per share for the three months or at the rate of 10 per cent. per annum. Sales for 1903 show a tremendous increase, Royal Yeast alone totalling nearly 30,000 cases more than in any previous year.

FORMED PARTNERSHIP.

J. Edgar Rutledge, grocer, of Fort William, Ont., has admitted his brother, T. W. Rutledge, into partnership and the business will be carried on under the style and name of "The Climax."

Sell Our Blended Teas.

No guess work about it ; the results are certain—increased trade, greater profits.

We have been blending for over 30 years and know exactly the teas adapted to Ontario waters. Possibly you know this just as well as we do, **BUT**, does it pay you to carry a stock of the seven or eight different lines required for one evenly-balanced blend ?

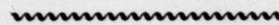
Satisfied customers are writing every day expressing to us their thanks for the assistance our blends have been to them in building up a profitable tea business.

Why not come in line ? We will make it easy for you, and as an inducement will, on trial orders, pay the express charges on one 20-lb. iron caddy of any one of our blends. **Try the tea, and if it does not suit you, return it to us at our expense.** We are sure of our ground, or would not make this offer, as your trial order is sure to be followed by one for one or more 100-pound chests.

Order any one of the following, black or mixed, as suits your trade :

Coronation	Buckingham	John Bull	Florodora
28 CENTS.	28 CENTS.	26 CENTS.	22 CENTS.
Geisha	King's Royal	Balmoral	
22 CENTS.	19 CENTS.	19 CENTS.	

We cannot keep pace with the demand for our Japan style Ceylon Greens—"Butterfly," "Peacock" and "Clipper" brands—and cannot accept orders for delivery before March 1st. These teas are not procurable from anyone but ourselves, as we have contracted for the entire output of the garden—a garden which produces the best Greens grown in Ceylon.



WARREN BROS. & CO.,
Wholesale Grocers and Tea Blenders, - **TORONTO.**

The UNITED ALKALI COMPANY

LIVERPOOL, ENGLAND.

LIMITED

THE LARGEST MANUFACTURERS OF THE WORLD.

THEY SUPPLY ALL DEALERS IN THE WORLD WITH

Greenbank Soap Maker
 Caustic Soda 98% Powdered
 Chloride of Lime or
 Bleaching Powder
 " Best Disinfectant."

WE OFFER

225 Gross GREENBANK and RED HEART LYE

1/2s, 1s and 12 oz. tins.
Solid and Powdered, and Caustic Soda.

150 Gross CHLORIDE of LIME,

1/4-lb., 1/2-lb., 1-lb. Tins. " BEST DISINFECTANT."

THEY ARE THE BEST, THE PUREST, THE STRONGEST

IN THE WORLD, WITHOUT EXCEPTION.

Most satisfactory goods to handle, nicely put up.

You will never experience any trouble with Greenbank's goods, like you may have had with others.

You will please your customers and it will bring you trade.

Buy those goods direct from your grocers, or hardware suppliers; they are all "Gentlemen" and will not treat you otherwise than gently.

You will never be asked to return any of those goods, because the quality is A1.

We are now booking orders for Spring.

Ask for prices, they are interesting.

Always pleased to send samples.

L. Chaput, Fils & Cie.

WHOLESALE DISTRIBUTORS

MONTREAL

DISTRIBUTING AGENTS OF THE FAMOUS "UBERO" COFFEES.

SOLE AGENTS FOR THE CELEBRATED "DUBONNET" TONIC WINE.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammunition.
Harvey, John T., Todmorden Ont.

Baking Powder.
Eagle Mfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James Dome-W. G. A. Lamb & Co., Toronto.
Oakley, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Tippett, A. P. & Co., Montreal.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D. & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Coccos and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Tippett, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.

Duck, Geo. H., Toronto.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Steg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Condensed Milk and Cream.
Borden's Condensed Milk Co., New York.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.
Metropolitan Bank, Toronto.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
White & Co., Toronto.

Flours and Cereals
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Napoli Macaroni Co., Toronto.
Tilson Co., Tillsonburg, Ont.

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Clemens Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippett, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
McGregor-Harris Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippett, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Brand & Co., London, Eng.
Canadian Cannery's Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Catto Mfg. Co., Windsor, Ont.
Lain's, Dr. W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
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Polishes, Stove.
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Pottery.
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Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Sugar Refining Co., Montreal.
Tea Rose Drips—Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H., & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
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Vinegars.
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Fairbanks, N. K., Co., Montreal.

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United Factories, Toronto.
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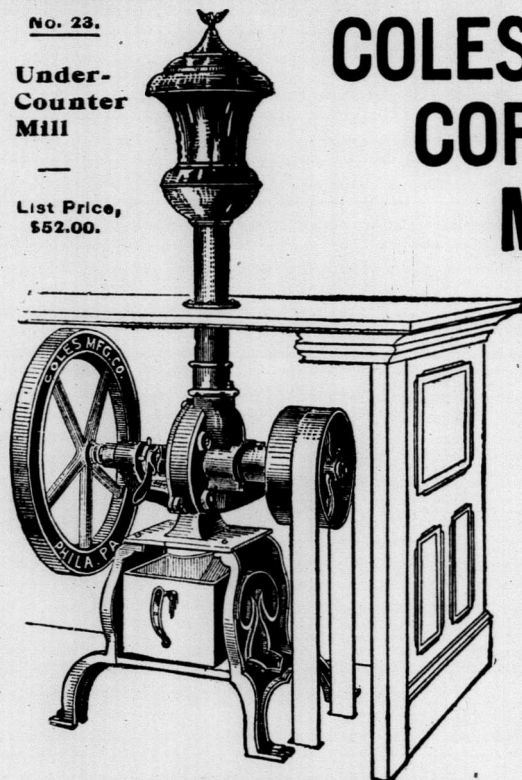
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LARGER POWERS OF SELF-GOVERNMENT.

A GREAT deal of needless capital is being made in both Canada and Great Britain out of the remarks of Sir Wilfrid Laurier as to the necessity of Canada being given larger powers in regard to treaty making and questions arising over international territorial disputes.

In Great Britain, particularly, there appears to be people who see in the proposal the entering in of the thin edge of the wedge of political independence. It means nothing of the kind. What is really meant is larger powers of responsible government, which is dear to the heart of every Canadian.

The principle is not new in Canadian politics. It was enunciated many years ago by Mr. Edward Blake. And if it was felt to be a necessity then, it is a great deal more so now.

We are simply wanting the power to manage our own affairs and any one who is at all conversant with Canadian his-

EDITORIAL

tory, knows that the greater the latitude Canada has been given in matters of self-government, the stronger have become the ties of consanguinity between this country and the Motherland. There are still a few statesmen in Great Britain who regret that Canada was allowed in 1846 to regulate her own Customs tariff, but had she not been so allowed, it is scarcely probable that Canada to-day would have been a part of the British Empire.

The securing of the power outlined by Sir Wilfrid Laurier will be another step in the direction of completion in the matter of self-government, and like all previous steps in that direction, mean the cementing, not the dismemberment, of the Empire.

The trend of things is already in that direction. At one time Canada had practically no voice in international affairs affecting her welfare. The injustice has, however, been disappearing by easy stages, until in the last international tribunal to settle the Alaskan boundary question, two out of three jurists representing the Canadian or British side, were the appointees of our own Government. The rights granted to Canada in 1878 to decide whether or not she should be included in any treaty made by Great Britain with a foreign power, was also a step in the direction towards that more complete system of responsible government which Sir Wilfrid Laurier, and, we believe, the majority of the people of this country, are seeking.

By granting the larger powers outlined by the Premier, the source of the only serious grievance Canada has had against the Imperial authorities during the last half century will have been removed. It, therefore, follows that in the interests of the unity of the Empire, these powers should be conceded.

It is only a question of time before the right to manage our own affairs in regard to treaty making and territorial boundary questions must be granted, and Canada should now be sufficiently in the confidence of the British Government to have this right unhesitatingly accorded her.

The Canadian Grocer

VISIT THE TRADE CENTRES.

THE merchant whose ambition is higher than the mere selling of a pound or raisins, or a cake of soap, finds frequent visits to urban communities of far greater value to him in the building up of his business, than any amount of shrewdness in buying. He finds at least two trips a year, no matter at what distance he may reside, a necessity both to good buying and good selling.

Every visit to the city serves to bring him closer in touch with existing conditions in all lines of goods. A valuable knowledge can be obtained in this way of new goods for specialties, novel ideas for window and interior decoration and the like. He will also have the opportunity of making the personal acquaintance of the wholesaler with whom he deals, while at the same time, if he keeps his eyes open, he may gather a general fund of information that will be of considerable interest to his customers. Bargains can be always picked up on these trips that will perhaps pay the expense incurred.

The merchant who thinks to save money by remaining at home, or considers himself too busy to leave, or is disinclined from any other cause, is not in a position to successfully compete with his rival who regularly visits the commercial centres.

OATMEAL SKYWARD.

FOR some time past the millers have been complaining that there was no money in oatmeal at the price prevailing. The recent advance in oats partly in sympathy with other cereals and partly in consequence of the scarcity of first class samples was the last straw. An advance was without doubt justified by the high price of the unmilled oats. The extent of the advance is what is somewhat startling. The millers evidently have determined to recoup themselves. However, as retailers have bought freely in anticipation of the rise there should be no particular hardship for the present. Porridge will still remain a popular breakfast food.

RECENT APPOINTMENTS.

THE ways of politicians are past finding out. A few short years ago a party in opposition was railing against the appointment of members of Parliament to office and but the other day Mr. Blair's appointment to the chairmanship of the Railway Commission afforded a flagrant instance of the violation of this principle. The one palliation of this appointment was Mr. Blair's eminent fitness for the position. It was hoped that in assigning Mr. Blair's late portfolio eminent fitness should again have been the criterion. Mr. Emmerson, who was called to take up the important duties of Minister of Railways and Canals, is a gentleman of considerable ambition, and of a little more ability than the average member of Parliament, but what are his especial qualifications for the Ministry of Railways and Canals do not appear.

This is a department of supreme interest and importance to the industrial and commercial world of Canada. Transportation in our wide Dominion is one of the most delicate problems with which the business man has to deal. The Minister of Railways and Canals should be a business man, one thoroughly acquainted with the intricacies of freight rates, classifications, drawbacks, competition and the intimate relation these have upon the success and failure of industrial and commercial enterprises. It appears that political interests have outweighed business interests in this appointment.

It is with quite different feeling that we can speak of the appointment of Dr. Mills of the Ontario Agricultural College, to the Railway Commission. Here is an instance of an appointment where political considerations had no weight, the kind of appointment that should be the rule and not the exception. Dr. Mills is a man who is thoroughly conversant with the interests and views and the needs of the agricultural class. He represents the classes who perhaps of all, have the greatest interest in the problems of transportation. In experience, in intellectual capacity in every

way he is eminently fit for the position to which he has been appointed, where he will doubtless be able to serve the farmers of Canada as effectively as he has so long and so efficiently served those of Ontario as Principal of the Ontario Agricultural College at Guelph.

It is to be regretted the considerations which directed the appointment of Dr. Mills were not dominant in the selection of a Minister of Railways and Canals.

STOCKING NEW LINES.

ARE our Canadian grocers liberal or conservative in the reception they accord to new lines, goods they have not heretofore handled? The answer to this question will depend largely upon the person to whom it is put, and the view he takes of the proper function of the grocer.

The manufacturer or traveller who is introducing a new product, if he is worth while at all, is naturally thoroughly convinced that his line is the best on the market, and it is merely the prejudice and old-foginess of the retailer that prevents him from stocking up largely at once.

The retailer looks at the matter from another standpoint. He already has a line of goods which to a greater or less degree takes the place of the new article. His customers are making no complaint, why should he change? Or perhaps the product is something new altogether. He is doubtful whether or not there will be sale for it. Nothing of the kind has ever been called for. It is not his place, he argues, to take the risk and to work up trade for the manufacturer. Some even take the ground that the grocer's business is merely that of an automaton, to give the people what they ask for.

That there are not a few who take this view, the more's the pity. Should the whole trade act on this principle, stagnation would be the result, and the calling of the grocer would afford no attraction for the man of brains.

Houses introducing new goods are generally willing to put them in on sale to

be paid for when sold. In stocking these goods therefore, the retailer runs no risk, and has the use of so much extra capital until the consignment is disposed of.

It is not for a moment suggested that every new grocery line should be stocked. It would require an establishment as large as a departmental store to carry out such a policy. But every new line offered should be given careful consideration and if warranted by its merits should be given a trial.

People are constitutionally fickle. For no apparent reason they tire of the old and if given a chance will try something new. They want to be up-to-date and the grocer who gets the reputation of being up-to-date, who always has the very latest things on the market, the very earliest fruits and other specialties of the season, is the grocer who will capture the largest and best trade of his locality.

Discrimination is, of course, a prime requisite, but combined with a judicious discrimination the grocer should always exercise a certain liberality in considering the advisability of stocking a novelty.

CANADIAN PROVISIONS APPRECIATED.

IT has been a common complaint that we colonials are not sufficiently appreciated by our kin of the Motherland and every instance of ignorance or indifference, we have had held up for our indignation. Letters addressed by careless clerks to Montreal or Toronto, U.S. A., have rightly roused our dugeon, but have unrightly been taken to represent the average intelligence of the Briton in matters colonial. It is a pleasure, therefore, to find that we are not always confused with our neighbors to the south, that a distinction is made and much to our advantage, by business men, who have experimental knowledge of the superiority of our products.

The English grocery trade has been perturbed for some time over the announcement that an American millionaire company was to buy up the entire grocery trade of Great Britain, com-

mencing in Lancashire. The London, England, Grocery, commenting on this announcement is not quite sure whether it is "another case of Yankee flap-doodle or an astute dodge to frighten the trade into larger buying of their (American) discredited goods," but quotes approvingly "an influential merchant" as follows:

That Canada has successfully laid hold of the trade for bacon, cheese, and butter is undeniable. The absolute superiority of her goods—careful packing, freedom from adulteration, and uniformity in selection—has enabled her to do this; and it is for this reason that American provisions generally are left severely alone just now. The advantage thus gained by our Canadian friends must not be lost, and I would urge all retailers to push Canadian and Colonial goods, and advertise them freely as such, for they will best fight this combination, if such a thing exists, with the weapons of good, cheap and wholesome food such as we are now receiving from our "kin beyond the seas."

Canada will be exceedingly grateful if British retailers will follow the advice of the gentleman above quoted. Great efforts are being made to bring our provisions and dairy products up to the highest standard and we hope for still greater success in the future.

WESTERN MARKET CONDITIONS.

By Our Winnipeg Representative.

AN inquiry among the wholesale trade generally brings the information that collections are slow, in fact very considerably slower than was anticipated for January and there has been more renewing than was expected. Wholesale houses, especially in dry goods and hardware lines, are exercising some caution in their shipments of Spring orders. This is merely along the line that your correspondent wrote some six weeks ago. The movement of wheat has been smaller and though there is a fair demand at the present time there has been considerable holding back. The war news is giving the Western farmer the impression that he will make money by holding, and this is preventing the movement of money that otherwise might be in circulation.

The crop is considerably smaller than estimated, and a good deal of the more

western wheat is of a low grade, and consequently brings low prices even when it is sold.

The merchants who have wisely confined themselves to a few houses will have no difficulty, because there is a mutual understanding of the position and consequent forbearance and extension of time, but the merchant who has foolishly spread his accounts among a great many firms is pretty sure to be harrassed, particularly by smaller creditors.

Western wholesale houses are not worrying over the situation in the least, knowing full well that it will right itself in time, but they all freely admit that collections are very slow and that a number of country merchants are finding it necessary to ask for renewals in many cases where previously they saved their discounts.

The Eastern wholesale houses would do well to ponder this matter carefully, for not a few country merchants complain that they are fairly harrassed by the calls of travellers for eastern houses who simply almost insist on selling them goods. These are too frequently young men whose zeal for large orders runs away with their discretion in the matter of credits. Money is tight just now and is likely to remain so for some months at least.

CARE IN HANDLING BUTTER.

COUNTRY merchants who take in more butter than they can handle locally and are accustomed from time to time to forward it to commission houses in the larger centres, every year lose a very respectable profit simply because of lack of care in putting up that butter for shipment. Commission men with whom "The Grocer" has conversed, speak in despairing tones of the way in which much of the butter arrives. Large rolls and small rolls, good, bad and indifferent are all put in together, and on arriving at the commission house there is but one quality, bad. In many cases also there is no attempt at neatness in packing and consequently butter

which should have graded as best dairy is fit only for cooking purposes.

In forwarding rolls, a little care will be handsomely rewarded. Rolls of the same quality and size should be packed together in neat, clean boxes, to be certain of receiving the highest price.

The whole trouble, however, is not ascribed to shipping. It is alleged that butter as it is received is all put away together, the best sold off locally and what is left bundled off to the city at irregular intervals. If this is true to any great extent there is still further room for improvement. In the first place a cool, dry, clean place should be afforded for the butter which should be graded as received, so that the good may not at any time be contaminated by the strong. In the second place shipments should be regular and frequent, at least once a week all surplus butter should be got rid of unless the retailer has exceptionally good cold storage facilities.

If the butter is graded as received, shipped regularly in neat, clean boxes there would be less complaint from commission men as to the poor quality of dairy butter, and the local merchant would reap a profit which under conditions above described is lost altogether.

TIME FOR A CLEANING UP.

IT is not necessary to wait till the Spring time for giving the store a good overhauling. Stocktaking always brings to the front a quantity of goods which somehow got away back in the shelves and are now not as saleable as they would have been six months ago. It also changes the appearance of the store more or less. In fact there is no better season of the year than now to take the spare time of a week or so to so rearrange the stock as to give it the brightest, most attractive appearance possible. Then follow up this rearrangement by introducing the scrubbing brush to the floor and the dust cloth and even the paint brush to the counters, shelves, scales, show cases, etc., etc. This work entails very little expense yet is always productive of good.

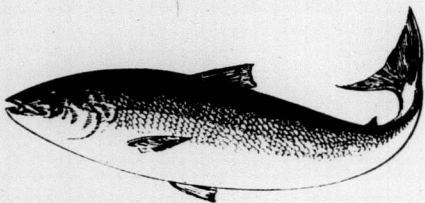
\$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of "SALADA" Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—\$500.00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business**, packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas, on our part THE INCREASE IN 1903 OF "SALADA" ALONE. Results to be published.

"SALADA," Toronto and Montreal.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

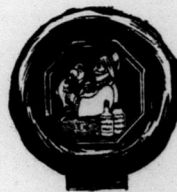
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824.

Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Jan. 21, 1901.

Groceries.

THE impetus felt in trade the first two weeks of the year has been somewhat checked in some parts of the province by the heavy snow and the severe weather which prevailed the early part of the week. In some places the delayed trains and impassable state of the roads made it very difficult for travellers to make their rounds, as well as detaining the people at home. Despite of this, however, some jobbers report good trade. Collections are, on the whole, quite satisfactory, and the outlook generally is good. Canned goods are particularly firm with a rising tendency in several lines. Corn is unsettled, ranging from \$1 to \$1.15. Peas have stiffened some, while for beans and some lines of canned meats there is an active inquiry. Coffees are still rising in New York, and prices here are quite firm. There is a good active demand and stocks are gradually disappearing. Spices are firm. Syrups and molasses are meeting with a good active demand at steady prices. Rice and tapioca are without particular interest. Teas are attracting more attention, and there is a good active demand for most lines, while prices are fully maintained at recent quotations. Dried fruits are less interesting than recently. Currents, however, are firmer, and shelled walnuts and almonds show further advances. There is a more active demand for prunes and a scarcity of small sizes. Cured fish are more in demand. Sugar is irregular this week. A decline of 1-16c. may be recorded in raws, but this has not been communicated to the refined market, which is steady, though demand is light on account of the situation in raws. No immediate change is anticipated.

CANNED GOODS.

The demand for canned goods continues quite active in most lines and prices are not altogether settled. Some corn is still to be had at \$1, with \$1.05 for larger lots, while \$1.10 to \$1.15 is the best price to be had from other holders. A little later when the volume of business becomes a little larger a level will doubtless be reached. Peas are scarce and advanced to 90c.-\$1.40. Beans are particularly scarce. Canned poultry and chicken soup are other lines which are reported hardly equal to the demand. There is but a limited quantity of Canadian asparagus on the market, which is likely soon to be cleaned up. Sardines are advancing, and higher prices are prophesied as certain. In fact, there is a generally firm feeling

with an upward tendency in canned goods. We quote:

Apples, 3s.....	0 80
Asparagus, gallons.....	2 20
Beets, 2s.....	3 50
Beets, 3s.....	0 90
Blackberries, 2s.....	1 00
Beans, 2s.....	1 50 1 70
Corn, 2s.....	1 00 1 10
Cherries, red, pitted, 2s.....	1 00 1 15
" white.....	2 20
Peas, 2s.....	0 40 2 40
Pears, 2s.....	1 45 1 60
" 3s.....	1 90 2 10
Pineapples, 1 1/2s.....	1 50 1 60
" 2s.....	1 80 2 00
" 3s.....	2 25 2 40
Peaches, 2s.....	1 55 1 70
" 3s.....	2 45 2 60
Plums, green gages, 2s.....	1 10 1 40
" Lombard.....	1 00 1 30
" Danson, blue.....	0 95 1 25
Pumpkins, 3s.....	0 95
" gallon.....	2 50
Rhubarb, 3s.....	1 80
Raspberries, 2s.....	1 40 1 60
Strawberries, 2s.....	1 40 1 60
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 05
Lobster, talls.....	3 35
" 1-lb. flats.....	3 50 3 70
" 1-lb. flats.....	1 90 2 00
Mackerel.....	1 00 1 25
Salmon, sockeye, Fraser.....	1 65 1 75
" Northern.....	1 65 1 75
" Horseshoe.....	1 65 1 75
" Cohoos.....	1 15
Chums.....	1 25 1 35
Sardines, Albert, 1/2s.....	0 15
" Sportsman 1/2s.....	0 23 1/2
" Portugese 1/2s.....	0 14
" P & C, 1/2s.....	0 25 0 27
" P & C, 3/4s.....	0 35 0 38
" Domestic, 1/2s.....	0 03 0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00 9 00
Haddies.....	1 00
Kipperd herrings, domestic.....	1 00
" imported.....	1 45 1 55
Herrings in tomato sauce, domestic.....	1 00 1 10
" imported.....	1 45 1 55

SUGAR.

The market this week may be described as irregular, with buyers and sellers both indifferent. United States refiners having anticipated January requirements are not disposed to buy any more for this month's shipment from Cuba, unless at a concession in price. A cargo to arrive has been sold to one New York refiner at 1 31-32c., c. and f., equal to 3 5-16c., duty paid. For February shipment from Cuba there is less pressure to sell, and as refiners so far have made no large purchases for that month, it is understood that they are willing to pay 2c., cost and freight, or equal to 3 3/4c., duty paid. This price would show a decline of 1-16c. from sales advised in our last, and we have reason to believe that large quantities changed hands on this basis since last we went to press. Present indications are that the market will hold steady unless Cuban planters should force sales in order to realize on sugars as fast as made. Since the Reciprocity Treaty was signed the situation has been very disappointing to them, as the market has declined almost to the full extent of the preference. To planters in other countries which do not receive similar preferential treatment the situation has of course been much worse. For the week ending January 13 receipts at United States Atlantic ports were heavy, namely, 48,639 tons, being more than double the average for the same week of the previous five years. Meltings were 28,000 tons, an increase of

8,000 tons for the week, and, at the same time, 3,000 tons less than for the corresponding week last year. Total stocks in all hands were 91,917 tons, or 29,076 tons less than same week last year. In Cuba there were, according to latest advices, 101 estates grinding, while weather is reported favorable for making crop. Combined stocks in United States and Cuba were last reported as 181,917 tons, as compared with 195,248 tons last year, a decrease of 136,025 tons. European markets are Europe and America at latest uneven dates were 3,621,947 tons, against 3,185,922 tons last year, being an increase of 136,015 tons. European markets are 1 1/2d. lower for the week, latest quotations for 88 per cent. beet being 8s. per cwt., basis f.o.b. Hamburg, equal to parity of 3.96c. for 96 test centrifugals. The refined market has held steadily for the week with new business only light in view of the weaker tone to the raw situation, but with fair withdrawals on contracts. It is felt that prices will hold steady. Similar conditions prevail on the Canadian markets, and we quote prices unchanged as at foot. There is a disposition to hold off, but so long as New York remains unchanged there is hardly likely to be any alteration in prices here.

Paris lumps, in 50-lb. boxes.....	4 73
" in 100-lb.....	4 63
St. Lawrence granulated.....	4 08
Redpath's granulated.....	4 08
Acadia granulated.....	3 98
Berlin granulated.....	3 98
Standard granulated (Wallaceburg).....	3 98
Crystal granulated (Wallaceburg), 1902.....	3 88
Imperial (Dresden).....	3 93
Granulated (Dresden), 1902.....	3 83
Phoenix.....	3 98
Bright coffee.....	3 83
Bright yellow.....	3 78
No. 3 yellow.....	3 73
No. 2 ".....	3 53
No. 1 ".....	3 43
No. 1 " (Wallaceburg).....	3 43
No. 1 " (Berlin).....	3 43
Granulated and yellow, 100-lb. bags, 6c. less than bills.....	

COFFEES.

In spite of occasional breaks the New York coffee market continues strong and advancing. No. 7 Rio is quoted this week \$8.35, cost and freight, New York, as against \$8 a week ago. There is a respectable business doing locally and stocks are becoming light, so that jobbers must soon get into the market again. Deliveries at Rio and Santos are very light, confirming the judgment of the bulls. Locally there has been no quotable change, but prices are more firmly held. We quote:

	Per lb.
Green Rios, No. 7.....	0 08 1/2
" No. 6.....	0 08
" No. 5.....	0 09
" No. 4.....	0 09 1/2
" No. 3.....	0 10 1/2 0 11 1/2
Mocha.....	0 21 0 25
Java.....	0 22 0 35
Santos.....	0 12 0 14
Plantation Ceylon.....	0 26 0 35
Porto Rico.....	0 22 0 25
Guatemala.....	0 22 0 25
Jamaica.....	0 15 0 20
Maracaibo.....	0 16 0 23

SPICES.

The market is reported quiet this week with prices unchanged. Shipments of pepper for the first half of January

were limited. Cloves remain about the same. We quote:

	Per lb.		Per lb.
Peppers, blk.	0 18	0 19	Cloves, whole. 0 25
white.	0 23	0 27	Cream of tartar. 0 25
Ginger	0 18	0 25	Allspice 0 14

SYRUPS AND MOLASSES.

There is a very good demand for syrups, with prices, if anything, firmer. The molasses war in the Maritime Provinces does not affect this market. The quantity of molasses consumed here is not large, and that mostly New Orleans. Syrups are more favored for table use. We quote:

Syrups—		
Dark		0 30
Medium		0 35
Bright		0 35
Corn syrup, bbl., per lb.		0 02 1/2
1/2 bbls.		0 03
3 gal. pails, each		1 30
2 gal.		0 90
2-lb. tins (in 2 doz. case) per case		1 90
5-lb. (in 1 ")		2 35
10-lb. (in 1/2 ")		2 25
20-lb. (in 1/4 ")		2 10

Molasses—		
New Orleans, medium		0 23
1/2 bbls.		0 25
open kettle.		0 45
Barbadoes		0 47 1/2
Porto Rico		0 38

Maple syrup—		
Imperial qts.		0 27 1/2
1-gal. cans.		0 95
5-gal. cans, per gal.		1 00
Barrels, per gal.		0 75
5-gal. Imp. brand, per can.		4 50
1-gal. " " per case		5 10
1/2-gal. " " "		5 60
Qts.		6 00

RICE AND TAPIOCA.

The demand for these lines is nominal at this season of the year. Japan rice is, as before mentioned, very scarce. Prices are about unchanged. We quote:

Rice, stand. B.	Per lb.	Sago	Per lb.
Patna	0 05	0 05 1/2	0 03
Japan	0 06	0 07	0 03 1/2
		Carolina rice	0 10

TEAS.

There continues to be an active demand for most lines, especially noticeable since the beginning of the year. Probably the leaders are low-priced Indians and Ceylons. Stocks are comparatively light. London advices indicate a firm feeling in that market for all grades. We quote:

Congou—half-chests, Kaisow, Moring, Paking	0 19	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
" " seconds	0 23	0 18
" " thirds	0 16	0 18
" " common	0 15	0 15
Pingsueys—Young Hyson, 1/2-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan—1/2 chests, finest May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

Foreign Dried Fruits.

Business in these lines is reported as ranging through dull sorting to fairly active by various houses on the street. Currants are firmer, but no change is quotable. Prunes are picking up and are showing a decided scarcity in small sizes. Shelled almonds are up another shilling on the primal markets, making an advance of 5s. since December. Reports from France indicate a substantial

advance in shelled walnuts (chaberts). The crop is rapidly being exhausted. We quote:

CURRENTS.

Fine Filiatras	Per lb.	Vostizzas	Per lb.
	0 04 1/2	up	0 07
Patras	0 06	0 06 1/2	0 08

RAISINS.

Valencia, fine off-stalk	Per lb.		Per lb.
selected	0 06 1/2	0 07	0 09
selected layers	0 08	0 09 1/2	
Sultana	0 06 1/2	0 10	
California seeded, 12-oz. boxes	0 08 1/2	0 09	
1-lb. boxes	0 10 1/2	0 11	
unseeded, 2-crown	0 07 1/2	0 07 1/2	
3-crown	0 08	0 08 1/2	
4-crown	0 09	0 10	

DATES.

Hallowees	Per lb.	Fards	Per lb.
	0 04 1/2	0 05	0 07 1/2
Sairs	0 04 1/2	0 04 1/2	0 09 1/2

PRUNES.

100-110s	Per lb.	60-70s	Per lb.
	0 04	0 04 1/2	0 06 1/2
90-100s	0 05	0 05 1/2	0 07
80-90s	0 05 1/2	0 05 1/2	0 07 1/2
70-80s	0 06	0 06 1/2	0 08 1/2

CANDIED PEELS.

Lemon	Per lb.	Citron	Per lb.
	0 10	0 12 1/2	0 15
Orange	0 11	0 13	

FIGS.

Tapnets	Per lb.	Elemes	Per lb.
	0 03 1/2		0 09
Naturals	0 06 1/2	0 09 1/2	0 20

APRICOTS.

California evaporated	Per lb.
	0 10 1/2

PEACHES.

California evaporated	Per lb.
	0 08

Cured Fish.

There is beginning to be a better inquiry for cured fish, which may be expected to improve with the Lenten season. With higher prices and absence of several lines, the prospect is not altogether satisfactory; but, so far, trade has been about as last year. We quote:

Herring, No. 1, Labrador, in bbls.	6 25	6 50
1/2-bbls.	3 25	2 50
split shore, 1/2-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks	0 06 1/2	
Boneless fish, 1-lb. blocks	0 05 1/2	
25-lb. boxes, per lb.	0 04 1/2	
Scaled herring, per box	0 16	0 18

Country Produce

EGGS.

There has been no relief to the egg situation. The demand while necessarily not large on account of the small stocks and high prices, is steadily depleting stocks. The cold weather is affecting what small receipts of fresh laid are coming to hand. However, with February in sight a couple of weeks should mark an improvement, especially if, as a year ago, February receipts prove large. This is anticipated by some from the fact that the hens quit laying early in the Fall. A spell of mild weather in the early part of February would make a great improvement in the egg receipts. In the mean time prices keep hardening. We quote:

Eggs, strictly new laid, per doz.	0 33	0 40
selected, per doz.	0 27	0 28
cold storage, per doz.	0 25	0 26
pickled, per doz.	0 23	0 25

WHITE BEANS.

Beans are quiet with fair supply on the market. We quote:

Beans, mixed, per bush	1 20	1 30
prime	1 25	1 35
handpicked, per bush	1 50	1 60
Lima, per lb.	0 06	

HONEY

The honey market is quiet this week. Last week's prices continue unchanged. Our quotations are:

Honey, extracted clover, per lb.	0 07	0 08
sections, per doz.	1 50	2 25

DRIED APPLES.

There is practically no demand for dried apples as the German market is making no enquiries, and there is little local consumption. Evaporated are correspondingly dull. We quote:

Apples, dried, per lb.	0 03
evaporated	0 05 1/2

POULTRY.

Poultry is flat. There is little movement and prices have eased off with the demand. Chickens are 1 cent lower and geese from 1-2 to 1 cent down as well. We quote:

Chickens, live per lb.	0 07	0 08
Old hens	0 11	0 05
Ducks	0 08	0 09
Turkeys	0 11	0 12
Chickens, dressed, per lb.	0 09	0 10
Old hens	0 05	0 06
Turkeys	0 13	0 14
Geese	0 08 1/2	0 09
Ducks	0 09	0 11

Fish.

A brisk trade is being done in fish this week. On account of the extreme cold which has frozen over Chesapeake Bay, the source of the oyster supply, oysters command a high price and are scarce. Stocks of sea herring are good quality. We quote:

Whitefish, frozen, per lb.	0 09
Trout, frozen, per lb.	0 09
Herrings, fresh, per lb.	0 07
British-Columbian salmon, frozen, per lb.	0 12
Halibut, frozen, per lb.	0 12
Perch, per lb.	0 05
Mackerel, frozen, per lb.	0 10
Haddock, per lb.	0 06
Cod, per lb.	0 08
Tullibeas, per lb.	0 06
Gold eyes	0 04 1/2
Fresh-water herring, frozen, per lb.	0 04 1/2
Sea herring, per 100.	2 00
Finnan haddies, per lb.	0 08
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pail	4 6 1/2
selects	5 25

Green Fruits.

Owing to the excessively cold weather the fruit market is quiet this week. Lemons are easy with a great deal of frost-bitten stock on the market. California oranges are more plentiful. Mexicans are firm and of better quality. Almeria grapes are nearly out of the market. The demand for bitter oranges is good at present, with prospects of a brisk trade. Jamaica oranges are on the market for the first time. Apples are quiet. Our quotations are:

Florida oranges, per box	3 00	3 50
Florida tangerines, in straps	7 00	
in 1/2- straps	3 50	
Japan " per bundle (2 boxes)	1 00	1 25
California navels, per box	3 00	3 50
Mexican oranges	2 25	2 40
Seville oranges, bitter, chests	5 75	
Jamaica oranges, per bbl.	3 50	4 00
Messina lemons, new, per box	2 25	2 75
Valencia oranges, 7 1/4 case	4 50	
420 case	4 25	
Bahama grape fruit, per box	5 25	5 50
Bahama grape fruit, per crate	5 00	
California grape fruit, per box	3 50	
Florida pineapples, per crate	4 75	5 50
Bananas, large bunches	1 75	2 50
small bunches	1 00	1 25
Apples, per bbl.	1 50	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	5 50	
Tomatoes, green house, per lb.	0 25	
Cranberries, Jersey, per bbl.	8 00	
Budd's longkeepers	9 75	
Limes, per case	1 25	
Limes, in 1/2- straps	2 25	

Vegetables.

There is a brisk demand for vegetables this week with many varieties hard to get on account of the severe weather. Marketers note a special demand for carrots, cabbage, beets and onions. Potatoes are firm. Green onions are on the market for the first time. California celery is scarce and the general demand for celery light. Our quotations are:

Cabbage, per doz.	0 40	0 75
red, per doz.	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl.	5 00	
Onions per basket	0 40	
Onions white, per bag	1 50	1 65
Onions, red, per bag	1 40	1 50
Spanish onions, per crate	1 00	
Spanish onions, large cases	2 50	
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	0 50	0 75
Mushrooms, per lb.	0 20	
Mint, per doz bunches	0 20	
Parsley, "	0 20	
Sage, per doz.	0 10	
Savory, per doz.	0 10	
Beets, per bush	0 50	
Carrots, per bag	0 50	0 60
Parsnips, per bag	0 65	0 75
Artichokes, per bush	0 75	
Vegetable marrow, per doz.	0 40	0 75
Butter squash, per doz.	0 75	1 25
Hubbard squash, per doz.	0 75	1 50
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz.	0 20	0 30
Leeks, per doz.		0 30
Celery, per doz.	0 25	0 60
California celery, large case	4 25	5 00
small case	2 50	
Rhubarb, per doz.	1 50	
per bundle		0 15
Green onions, per doz.		0 15

Seeds.

Very little seed is moving this week. Supply is scarce owing to heavy snow-falls blocking the roads throughout the country. Last week's prices continue unchanged. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike	4 75	5 75
Timothy, per "	1 15	1 50
" fail threshed		1 75

Grain, Flour and Breakfast Foods.

GRAIN.

All grains are firmer this week and strong. Manitoba wheat, No. 1 hard, is 1c. firmer; No. 1 and No. 2 Northern are each 1½c. firmer; red and white wheat have advanced 1c. respectively. Oats are ½c. firmer. Peas are 3c. firmer. Buckwheat has advanced 1c. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 95½	0 96
Northern No. 1 "	0 93½	0 94
No. 2 "	0 90½	0 91
Red, per bushel, on track Toronto	0 84	0 84½
White "	0 84	0 84½
Barley "	0 44	0 48
Oats "	0 34	0 34½
Peas "	0 68	0 69
Buckwheat "		0 48
Rye, per bushel, "	0 56	0 57

FLOUR.

Flour is firm this week in sympathy with wheat. Demand is good. Last week's prices continue unchanged. Our quotations are:

Ontario patents, per bbl.	3 95	4 15
Hungarian patents	4 55	4 65
Manitoba bakers "	4 25	4 35
Straight roller, "	3 60	3 70

BREAKFAST FOODS.

The market in breakfast foods continues brisk, with good demand. Prices are firm on account of the advance in grain. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 70	
Rolled oats, standard, carlots, per bbl., in bags	4 10	
" " " " in wood	4 35	
" " " " for broken lots	4 40	

Hides, Skins and Wool.

There is little doing in the market this week. Prices continue at last week's quotations. We quote:

HIDES.		
No. 1 green, per lb.	0 07½	
" 2 " "	0 06½	
" 1 " steers, per lb.	0 08	
" 2 " "	0 07	
Cured, per lb.	0 08½	

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09	
" " " 2 " "	0 07	
" " " 1 15 to 20 lb " "	0 08	
" " " 2 " "	0 06	
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	0 90	

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb.	0 17	0 19
" extra "	0 20	0 21
Tallow, per lb.	0 04½	0 04½

QUEBEC MARKETS.

Montreal, Jan. 21, 1904

Groceries.

BUSINESS is showing a good improvement, trade during the past week being on the whole very much better than similar period last year. Travellers' orders are coming in well and of good size. Sugars are quiet and little doing. No changes to report in prices. Foreign beet markets are weak and dull. The situation of the tea market is better and a renewal of enquiries prevails. The Eastern war scare has upset New York markets, and business there, and it is reported also, in the West, has been stimulated considerably. Enquiries from New York for large lots of Japans being received. Formosa Oologs have also been sold a little more freely for Chicago buyers. An active market prevails for China greens—stocks are low and holders none too ready to sell. Molasses trade is quiet and nothing particularly interesting to note. Corn syrups are growing in favor and consumption is reported as increasing. Canned goods are quiet. Tomatoes reported getting scarcer and not unlikely to advance. Patna rice orders have been fairly largely booked, the withdrawal of Japans by the Mount Royal M. & M. Co., Limited, has been followed by a reduction in part of that company of Patnas. Tapioca is quiet. Coffees and spices are reported very strong both locally and New York and higher prices are confidently looked forward to by holders. Cloves are looked to as likely to go into the thirties before new crop can be marketed. Fish trade is looking up, fresh frozen being in especially good favor and demand. Green fruits are very quiet and little doing on account of the cold weather. In dried fruits shelled almonds and walnuts show strong front, and advancing tendency. Vegetables unchanged and little trade

the extremely cold weather hindering safe arrival and deliveries.

The situation in the egg market remains unchanged expect that each week the small stocks on hand being rapidly reduced. There are no new laid eggs offering this week. The bean market is now very quiet and prices are steady at figures quoted. In sympathy with the strong tone of the foreign markets local quotations on hops are now very firm and further advances seem not unlikely. The firmer feeling in evaporated apples noted in our last issue has continued this week but there have been no further advances. The rumors of war in the East have continued to strengthen the wheat market and in consequence the local quotations on flour have been advanced 15c. this week. In feed, there is nothing of interest to note except a firmer feeling in bran and a better demand for shorts. The advance in rolled oats predicted in these columns some weeks ago has materialized at last and our readers will notice a sharp advance in prices quoted below. Most readers of "The Canadian Grocer" have stocked up during the last few weeks and not much activity in the jobbing trade can be expected until the present stocks pass into the consumers' hands.

SUGAR.

Business during the past week has been very quiet, and but little trading is done. London beet sugar market is dull and unchanged. New York also reported quiet. From the general reports obtainable an easy advance is to be the rule. All sugars advanced 5c. per 100 lbs. on the 14th inst., affecting, however, only Manitoba and the Northwest Territories. We quote:

Granulated, bags and bbls.	\$4 00	
" 1-bbls	4 15	
" bags	3 95	
Paris lump, boxes and bbls.	4 55	
" 1-boxes and 1½-bbls.	4 65	
Extra ground, bbls.	4 40	
" 50-lb. boxes	4 60	
" 25-lb. boxes	4 70	
Powdered, bbls.	4 20	
" 50-lb. boxes	4 40	
Domino lumps, boxes and bbls.	4 45	
" 1-boxes and 1-bbls.	4 55	
Phoenix	3 90	
Cream	3 75	
Bright coffee	3 75	
" yellow	3 75	
No. 3 yellow	3 45	
No. 2 "	3 45	
No. 1 " bags and bbls.	3 30	3 35
Raw Trinidad	3 10	
Trinidad crystals	3 15	3 20

SYRUPS AND MOLASSES.

As regards the position of molasses this week the prices and quantities agreed upon by the jobbing trade last week seem to be generally in vogue. Trade, however, is very quiet during the week. The demand for syrups seems to be growing, some of the jobbers reporting quite an appreciable difference in their sales as compared with previous years. There is no doubt that the careful manner and saleable sized packages in which the manufacturers are putting up corn syrups for the trade, has been one of the leading factors in this extra demand. We quote:

Barbadoes, in puncheons, old	0 37	
" new	0 40	
" in barrels	0 41	0 42
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua	0 37	
Porto Rico	0 45	0 48

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, \$3.25; pound jars, \$1.50; tumblers, \$1.00 per doz. F.O.B. Toronto: Quaker Marmalade, \$1.70 per doz.

McGregor - Harris Co.,
Limited
33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

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

Butter Eggs
Poultry Game

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

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

Corn syrups, bbls.	0 02½	0 03
" 1-bbls.	0 02½	0 03
" 1-bbls.	0 03	0 03
" 38½-lb. pails.	1 30	1 30
" 25-lb. pails.	0 90	0 90
Bbls., per 100 lb.	2 75	2 75
1-bbls.	3 00	3 00
Kegs	1 90	1 90
Cases, 2-lb. tins, 2 doz. per case.	2 35	2 35
" 5-lb. " 1 doz. "	2 25	2 25
" 10-lb. " 1 doz. "	2 25	2 25
" 20-lb. " 1 doz. "	2 10	2 10

TEAS.

Quite an active market has prevailed within the past few days in China greens, Ping Suey Young Hysons and Ping Suey Gunpowders, also teas for price in Moyunes. Stocks are somewhat low and holders are not particularly anxious to sell at this time, as it will be about eight months before similar teas can arrive. Ceylon and India blacks are still freely enquired for, particularly in low prices, and stocks are exceptionally small. The Japan market has been somewhat dull through the holidays, but owing to the Eastern agitation it is expected that an active market will prevail, particularly as New York buyers have been making enquiries for large invoices on this market, and in other parts of Canada. While Formosa Oolong at any time command but little attention and sales are limited, there has lately been one or two invoices sold in Canada, which it is understood have met with ready sale in Chicago. We quote:

Good to medium Japans	0 17½	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Common "	0 16	0 19
Indian greens	0 08	0 10
Japan style China congoes	0 21½	0 23
Pealeaf Gunpowder	0 12½	0 15
Common "	0 14	0 18
Ceylon blacks	0 11½	0 20
Indian	0 11½	0 20

COFFEE.

There is nothing special this week to report except the continued strong feeling and the upward tendency in all grades of coffee, particularly in the lower and medium. Indications point still to somewhat higher prices. We quote:

Good cutcutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 09	0 11
Java	0 17½	0 22

SPICES.

The firm tone that has prevailed lately in all grades with the exception of ginger, is maintained. Cloves particularly are looked to as bound to show very much higher prices. The statistical position of cloves is very strong. The entire crop of Singapore last season being 25,000 as against 110,000 the previous year. Bombay is buying all available supplies for use by the Parsees in their funeral rites. It is even intimated by one of the large New York brokers that a limit of 30 to 35c. may be reached before new crop is available. This may be rather a pessimistic view but the statistical position being so strong in every quarter would indicate that an advance may be looked for. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" white	0 27	0 29
Ginger, whole	0 17	0 19
" " Cochin	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13

Ginger, ground Japan	0 15
" " Cochin	0 19
" " Jamaica	0 18
" " African	0 13
Cassia	0 16

RICE AND TAPIOCA

The withdrawal of Japan rice by the Mount Royal Milling and Manufacturing Co. on the 2nd inst., has somewhat stimulated a demand for Patna rices and some very large orders have been booked by brokers. There is no change to report in prices, but with figures somewhat under last year's quotations the indications are that an advance is altogether likely. As regards tapioca the position is unchanged and a fair demand of business only is turning over. We quote:

B rice, in bags	3 40
" 1-bags	3 40
" 1-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" 1-bags	3 30
" 1-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in 1-bags	4 75
" " in 1-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02½
" seed pearl	0 03
" flake	0 03½
Imported Italian	4 00
Fancy Head Carolina	0 09
	0 10

NUTS

There is not much trading done in these goods, though the strong position of shelled almonds and walnuts has caused enquiry. Peanuts maintain the advance quoted last week. Filberts show a somewhat easier tone. We quote:

Grenoble walnuts	0 11
Marbots	0 09
Tarragona almonds	0 11
Filberts	0 07½
Brazils	0 12½
Pecans	0 10
Peanuts	0 06½

CANNED GOODS.

The canned goods situation is practically unchanged since last report. Enquiries for corn still prevail and price of same is generally quoted at \$1.10 by the jobbing trade. Tomatoes also, it is reported are getting interesting, more enquiries coming in for these goods, and it is not unlikely that an advance will eventuate in the near future. In other lines of canned goods prices are unchanged. We quote:

Tomatoes	1 05
Corn	1 05
Peas	0 87½
String beans	0 82½
Strawberries, preserved	1 40
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s.	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45
" 3s	2 10
Peaches, 2s	1 55
" 3s	1 67½
Plums, Lombard 2s.	2 40
" Green Gage, 2s.	2 60
Cherries, red pitted, 2s.	1 30
Baked beans, 3s.	1 40
3-lb. apples	0 90
Gallon apples	0 90
2-lb sliced pineapples	2 00
Grated pineapples	2 20
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90

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THE MARKETS

The Canadian Grocer

Salmon, pink	0 90	1 00
" spring	1 40	1 50
" Rivers Inlet red sockeye	1 50	1 70
" Fraser River red sockeye	3 45	4 00
Lobsters, talls	4 00	4 25
" 1-lb. flats	3 65	4 00
" 1-lb. flats		
Canadian Sardines, 1s		

Green Fruits.

Trade is very quiet. In fact the fruit jobbers state that it is quieter than it has been for many years past. They can only attribute this to the extreme cold weather which seems to have put a damper on everything. It is noted that California oranges are reduced 25 to 50c. and Florida oranges 25 to 40c. We quote:

Cranberries	8 00	9 00
Cocconuts, per bag of 100	2 00	3 25
Canadian apples, in bbls.	5 00	4 50
Pineapples, 24 to case	2 25	2 50
" 30 to case	3 50	4 00
Bananas	2 75	3 00
Jamaica oranges, in bbls.	4 50	4 00
" boxes	4 50	4 00
Valencias oranges 714's	3 75	4 00
" 420's	2 25	2 50
Sweet potatoes, per bbl	3 00	3 50
Spanish onions, cases	3 50	4 50
New Messina lemons 300's	3 25	3 50
" 360's	4 50	5 50
Florida oranges, per box	4 50	5 50
California navel	4 50	5 50
Florida tomatoes, per crate		
California celery		

Fish.

The condition of the market is improving. A good steady demand is looked for from now on until Lent. Stocks generally are going forward in fairly good quantities and good condition. There is a scarcity in some grades. Frozen fish this year, all kinds, are exceptionally fine, stock being of the Winter caught variety. There is also a fair demand for dried and cured fish. The demand for salmon has fallen off a little. Green cod is picking up somewhat and better business is looked for from now out. Smoked haddies are in good demand and sales good. In oysters the demand is fairly good for bulk stock with shelled oysters quiet. We quote:

Frozen herring, large, per 100 fish	1 80	1 70
Large Halifax sea herring	1 60	1 00
Bloaters, Yarmouth	0 06	0 15
Haddies	0 04	0 05
Smoked herring, per box	0 03	0 04
Fresh haddock, per lb.	0 06	0 07
Dore, per lb., frozen	0 04	0 04
Pike, round	0 08	0 09
Halibut, frozen, per lb.	0 14	0 09
Gaspé salmon, frozen, per lb.	0 08	0 07
Frozen B.C. salmon, per lb.	0 03	0 03
Smelts	0 03	0 03
Streak cod, market	5 50	5 75
Fresh cod, market	2 75	3 00
No. 1 Herring, Labrador, per bbl.	6 50	6 50
" half bbl.	0 95	0 75
No. 1 Holland herring, per half bbl.	0 65	0 50
No. 1 Scotch herring, per keg	5 00	5 50
Holland herring, per keg	6 50	6 50
No. 1 green codfish, new, per 200 lb.	5 00	5 00
No. 2 green cod, bbls. 200	4 00	4 00
No. 1 green haddock, bbls. 200	0 61	0 12
No. 1 large green codfish, new, per 200 lb.	0 06	0 05
Green pollock, bbls. 200	0 04	0 05
Salt eels, bbls. 200 lb.	0 05	0 05
Mackerel, per lb.	0 05	0 05
Boneless cod, 1 and 2-lb. blocks, per lb.	0 05	0 05
" fish	0 05	0 05
" loose, in 25 lb. boxes	0 05	0 05
Boneless fish, in crates, 12 5-lb. boxes	4 75	5 00
Skinless cod, cases 100 lb.	13 50	7 25
Dried codfish, new, per 100-lb. bundles	7 25	1 40
B. C. salmon, per bbl.	0 90	0 90
B. C. Salmon, 1-bbl.	3 75	4 00
Marshall's kippered herring, per doz.	1 30	1 30
Canadian kippered, per doz.	2 25	2 25
Canadian 1/2 sardines, per 100	6 00	8 00
Canned cove oysters, No. 1 size, per doz.	3 00	4 00
Canned cove oysters, No. 2 size, per doz.	1 40	1 60
Shell oysters, No. 1 Malpeques	0 06	0 07
" common	0 07	0 07
Standard bulk oysters, per gal.	0 06	0 06
Selects	0 06	0 06
Winter cod, dore, frozen	0 07	0 07
Qualla salmon, frozen, cases	0 06	0 06
Choice round trout	0 06	0 06

Vegetables.

The continued cold weather has had the effect of retarding active business.

Several carloads of potatoes were sold on track from 63 to 65c. The demand for other lines of vegetables is only fair. We quote:

Cabbage, per doz.	0 30	0 45
red, per doz.	0 45	0 18
Cucumbers, per doz.	0 50	0 70
Onions, per basket	1 00	1 50
Cauliflower, per dozen	0 40	0 50
Carrots, per basket	0 10	0 15
Farsnips, per bunch	0 25	0 35
Green corn, per dozen	0 25	0 35
Lettuce, per dozen	0 25	0 35
Celery	0 10	0 10
Parsley, per doz.	0 15	0 25
Radishes, per doz.	0 60	1 35
Pumpkins, per doz.	0 60	0 62
Potatoes	0 62	0 63
Chili	0 62	0 63
Early Rose	0 62	0 63
Beauty of Hebron	0 62	0 63

Country Produce.

EGGS.

The market continues very firm. There are no new laid eggs offering and supplies of selects and pickled are being rapidly reduced. American buyers have been trying to make some purchases on the Montreal market, but they have found that there are scarcely any eggs to be had here at any price. We quote: Selects, 28c.; pickled eggs, 24c.

BEANS.

There is nothing new to note this week. The market continues very quiet and prices are steady at figures quoted for several weeks back. We quote:

No. 1 hand-picked, carlots	1 75
Choice prime, per bushel	1 55
carlots	1 45
Ordinary (off grade), per bush	1 35

HOPS.

Conditions reported in our last issue still obtain. In sympathy with the upward tendency on foreign markets, local prices are firm and the tendency is towards an advance. The price of choice Eastern Townships and Prince Edward County hops is 32 to 33c.; ordinary hops of fair to good quality are quoted at 27 to 30c.

HONEY.

The market for honey seems dead this week. On what little business has been passing since the first of the year, prices have been well maintained. We quote:

Strained, white	0 09	0 10
Clover and basswood	0 07	0 08
Buckwheat	0 07	0 08
Comb honey	0 13	0 13

MAPLE PRODUCTS.

This is always the dead season of the year for maple products preceding the activity of the Spring months. On what little business has been passing during the last month prices quoted below have been well maintained. We quote:

Maple syrup, in wood, per lb.	0 05	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07
Pure Beauce sugar, per lb.	0 08	0 09

EVAPORATED APPLES.

The firmer feeling noted in our last issue has continued this week. The largest shippers have exhausted their stock and as the export demand continues brisk prices are firm. We again quote as follows:

New, in carlots	0 06	0 06
New, in jobbing lots	0 06	0 06

Flour and Feed.

FLOUR.

Since our last report there has been an advance of fully 15 cents in sympathy with the increasing strength of the wheat market. The market continues very firm at the advance and further increases are considered likely. Owing to the strength displayed on the American grain markets and the sharp advance in the Winnipeg wheat market the undertone is very strong. A few millers are said to be asking as high as \$4.50 per barrel, track, here for Winter wheat patents. The export demand continues good. We quote:

Manitoba spring wheat patents	4 75	4 90
strong bakers	4 45	4 60
Winter wheat patents	4 25	4 35
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 85	1 90
Extra, in bags	1 50	1 60

FEED.

The demand for general lines of feed is fair and as offerings are somewhat smaller there is a better feeling in the market. Bran is very firm this week, a slight advance in the Manitoba make having occurred since our last report. The demand for shorts shows some improvement. We quote as follows:

Ontario bran, in bulk	16 50	17 00
shorts	15 50	19 00
Manitoba bran, in bags	17 00	17 00
shorts	15 50	19 00
Mouillie	23 00	28 00

ROLLED OATS.

The advance in rolled oats predicted in these columns for some weeks past has been made. It is said that for some time the manufacturers have been making little or no profit on their output because prices were too low. If that be the case, they have apparently decided to remedy matters. Very little business is passing at present as most dealers are well stocked anticipating an advance. Not much activity in the jobbing trade can be expected until the present stocks go into consumption. We quote the following increased prices:

Rolled oats, in bbls.	4 55	4 60
in bags	2 15	2 20

BARLEY.

There is nothing of special interest to note this week. Prices are unchanged and orders are now easily filled out of stocks on hand. We quote:

Pot barley	1 85
Pearl	2 85

Baled Hay.

There has been a little more activity since our last report, a few good sales for export having been made. Prices remain as follows:

No. 1 timothy	9 50	10 00
No. 2 timothy, choice	8 50	8 50
No. 2 timothy, ordinary	8 00	8 25
Clover, and clover mixed	7 00	7 50

FOR SALE.

TWENTY YEARS ESTABLISHED—Central grocery stand, with fixtures and furniture. Exceptional opportunity for right man in our rapidly growing city. W. D. Galbraith, Hamilton. (5)

Ashes.

As there are no pearls on the market quotation for same are merely nominal. The market continues firm at unchanged prices. We quote.

First pots, per cwt.....	6 00	6 10
Seconds.....	5 65	5 70
Pearls, per 100 lb.....	7 00	7 25

Hides.

Trade has been quiet this week with a falling off in receipts from country points. Prices are unchanged and we again quote:

No. 1 beef hides.....	0 68	0 68 1/2
No. 2 ".....	0 07	0 07 1/2
No. 3 ".....	0 06	0 06 1/2
Lambskins.....	0 75	
No. 1 calfskins.....	0 10	
No. 2 ".....	0 08	

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Jan. 18, 1904.

BUSINESS is rather quiet here. There is no doubt this is the most quiet month in the year as far as the wholesale grocer is concerned. There have, however, been two months of more than usual interest during the past two weeks. One centred in St. John but its influence is felt throughout the molasses market of Canada. This has been a subject of such interest that it has formed a leading subject of conversation not only among the grocery trade but among business men in general. While it is perhaps early to speak of the success of this movement made by one of our largest molasses importers, it is a long time since there was so dramatic an incident in trade here. The molasses situation is entirely changed from that of a few weeks ago. Then it was a firm market with stocks, which while quite ample, still were chiefly in the hands of one house. It remains to be seen, and the result will be watched with more than ordinary interest, if the depression, caused by the action of our largest local importer in bringing here a cargo of Porto Rico, at this the earliest date a direct cargo has ever been landed and by cutting present prices four to six cents, can be sustained. The other matter of great interest is the advance in oatmeal of upward of 75 cents per barrel, for which very striking advance no sufficient reason can be seen. Another unusual feature of the market is the strong position of cream of tartar. In rice rather lower prices are quoted.

Oil—The high price of burning oil is firmly held, but with the advancing season the interest in this line lessens. Lubricatings have more attention, competition is keen, but prices are quite firm. In this line it is chiefly a matter of quality. The low price of linseeds is a feature. Turpentine is very firmly held. Fish oils are scarce and high.

Salt—There is nothing new. Receipts of Liverpool coarse salt have not been as large during the past few weeks as earlier in the Winter. There is a fair stock now held. Prices are firm. In fine salt market is quiet.

Canned Goods—There is nothing particularly new. Tomatoes are the line

having attention. Demand just now is quiet. Stocks are not large and higher prices may be expected. Corn is very firm. Perhaps there is nothing of more general interest to the grocery trade than the canned goods question, particularly as relating to the Canners' Association. The buyers outside the association last season represented the larger quantity of this line handled here. Now while some of the outsiders find themselves short in certain lines, those who bought from the association are far from satisfied. There is no doubt this will be a subject of general discussion at the Dominion Guild meeting in Montreal. Canned meats, which are now quoted are having attention. This is a line which would be much affected in case of war.

Green Fruit—Sales are dull. The stock of lemons held here has been light. There are large lots to arrive, prices quite low. While Valencia oranges are freely offered, Jamaica are preferred. Cranberries are high. In apples demand is somewhat quiet. Fair stocks are held. Prices are quite firm.

Dried Fruits—Market is dull and prices easy. seeded raisins are quite full stock and there is a wide range in quality in the California fruit offered. Malaga seeded while sound look badly and are offered quite low. Valencia are a larger stock than was expected. In loose Muscatels a fair stock is held, and the situation uncertain. California market is weak. Dates are low. Evaporated apples find but a fair sale. In nuts the sharp advance in peanuts is a feature.

Sugar—Market is unchanged. Prices are low. There is but an average sale.

Molasses—This is the feature of interest. Prices are lower. The competition between the American or Porto Rico company represented here and our largest importer grows in interest. Our trade with one of two exceptions had largely given up the field to the outsider. One importer however, from the start, had been bitterly opposed to their method of business here. It looked at one time as if the local house was in a hard place and might have to come to terms or do without molasses, when the situation was entirely changed by their receiving a direct cargo of Porto Rico and cutting present prices. The question is what will become of the quite large stock held by the other party?

Fish—There have been fair receipts of fresh fish. Herring, however, seem in lighter supply. In dry cod the market continues firm. Pollock are dull. Smoked herring are high and scarce. Pickled, while quite high, seem in ample stock.

Flour, Feed and Beans—In flour the market is very firm. Already Manitobas show an advance. Oats are higher, and oatmeal shows a big jump, something unusual. It is said there is a combine among the millers, though all do not seem to quote the same price. Beans are quite firm. Cornmeal is unchanged. Barley and peas are in rather light supply. The barrel question seems to affect all lines.

A RED ROSE VISITOR.

A VISITOR to the offices of "The Canadian Grocer" during the past week was Mr. Stephen Hustwitt, Winnipeg and Western agent of T. H. Estabrooks ("Red Rose" teas), St. John, N.B.

Mr. Hustwitt was on his way back from St. John, where he had spent a week at the opening of the new tea warehouse and offices of his firm. The description of the warehouse and the country in which Mr. Estabrooks has planned the entire establishment was very interesting and he was most enthusiastic on the subject.

Mr. Hustwitt, who is one of the best judges of teas in the country, has, since taking up business in Manitoba and the Northwest met with very good success. He speaks most encouragingly of the future in his section. In fact the volume of trade has increased to such an extent that it is found necessary to place an assistant in his territory, and Mr. H. R. Arnold now looks after a large portion of Manitoba. It may be stated that Red Rose package teas were not known in the Northwest until introduced there by Mr. Hustwitt.

To many reads of "The Grocer" Mr. Hustwitt's name is no doubt familiar, as he has been a contributor on the subject of teas for some years, and his long experience and knowledge of teas has placed his opinions on a creditable basis.

Mr. Hustwitt's firm carries a heavy stock of teas in Winnipeg, both bulk and package. His territory extends from Winnipeg to Cranbrook, B.C. Mr. Arnold, his assistant, covers from Port Arthur to Winnipeg, the Canadian Northern, Southern Manitoba, and New Ontario.

An interesting thing stated by Mr. Hustwitt was the fact that his people are extending their business into Minnesota. It is the opinion of Mr. Hustwitt that the extension of the railroads under way will increase business very materially. He looks upon the city of Winnipeg as a wonderful city, and is quite enthusiastic over the Chicago of the West.

SOLD OUT.

Thos. Johnston, of Malakoff, Ont., has sold his grocery business at that place to Angus Johnston, who will take possession in February. Mr. Angus Johnston is assistant postmaster at that town.

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MR. J. H. MAIDEN.

MR. J. H. MAIDEN whose portrait is presented this week to readers of "The Canadian Grocer," has been connected with the grocery and provision trade of Montreal for the last eight or nine years. Some two years ago he opened up a manufacturers' agency and commission business at 131 Youville square, Montreal, where he has offices and warehouses occupying three flats. Besides the domestic and foreign agencies under his control he is also the proprietor of the Eagle Manufacturing Co., whose baking powders, borax, starches, etc., are establishing a good hold on the trade.

Among the firms represented by Mr. Maiden may be noted the following:



J. H. Maiden, Montreal.

The Ralston Purina Co.'s food products, St. Louis, Mo.; Canadian Packing Co.'s canned meats, lard, etc., London, Ont.; R. Lehmann & Co.'s "Zoeco" condensed milk, cocoa, coffee and chocolate, London, Eng.; Goodday, Mfg. Co., powdered ammonias, Toronto; also the Eagle Mfg. Co.'s "Eagle" brand borax, baking powders, and "San Toy" starch.

Mr. Maiden, who has a good and growing connection with the retail and jobbing trade of Montreal and district, is energetic and enterprising, and in a position to take hold of a few more lines of grocers' specialties. His ideas of business are modern, and, as he is a young man in the prime of life, he is able to give close and careful attention to any business entrusted to him.

MADE IN CANADA FAIR.

The King's Daughters of Victoria, B.C., an organization which includes

many ladies of prominence in the Pacific coast city, proposes to hold a "Made in Canada" Fair immediately after Easter. Mrs. A. T. Watt, Victoria, B.C., is the secretary of the fair committee, the other members of which are leaders of circles in Victoria, and Mesdames Shaw (Convener), Croft, Hasell, McMicking, Munn, Morley, O. M. Jones, Hanington, Kent, Burton, Tilton, Roche, Robertson, Templeman, H. Beaven, Fisher (Metehosin), Maitland-Dougall (Cowichan), the Misses Leitch, Pitts, Newcombe.

Manufacturers who wish to exhibit are requested to communicate with the secretary.

NOVA SCOTIA MARKETS.

Halifax, Jan. 18, 1904.

BUSINESS is generally quiet. Collections have been fairly good, in fact several houses report them better than during January of last year. Where accounts have not been paid in full partial payments have been made in most cases. The outlook for Spring trade is good. The only important market changes are in flour and pork. Local jobbing prices of Ontario flours have been advanced 20 cents and some Manitobas are also higher. American mess pork has advanced one dollar and a half per barrel, but there is not much local demand at present. Domestic packers have reduced their prices for hogs on account of the poor quality of the offerings. The Sussex Packing Company has been closed down for a week owing to damage done its power house during a recent gale.

The annual meeting of the Halifax Retail Merchants' Association held last week was well attended. A committee was appointed to confer with the various trade and labor societies in an endeavor to impress upon their members the advisability of making their purchases before 6.30 o'clock on the early closing nights—Tuesday, Wednesday and Thursday.

The election of officers resulted as follows:

President—Frank Calwell.
Vice-President—Isaiah Moher.
Secretary—H. Maxwell.
Treasurer—W. E. Crowe.
Executive Committee—Alderman Casey, A. Downie, E. A. Wood, Mr. Wilson and the secretary and treasurer.

The feature of the week has been the presence of the Transportation Commission whose sessions in the City Hall was attended by a large number of business men many of whom took part in presenting the claims of the port. On Friday through the courtesy of Mr. Geo. S. Campbell a small steamer was placed at the service of the members of the commission, who spent several hours steaming up and down the harbor examining both the Halifax and Dartmouth waterfronts. The commissioners were impressed with what they saw and expressed

PURE GOLD TALK.

No. 1.

It happens once in a while that a grocer gets disgusted with the coffee he is selling. He has paid the top price, and dealt with good houses, but try as he may he seems to always miss it.

It is a good day for that grocer—and for us—when he discovers that the Pure Gold Company is able to restore his faith in himself and his customers' faith in him.

The Pure Gold Company hasn't any more money than a host of competitors, and so it isn't money that makes the difference. It is rather Pure Gold experience and Pure Gold carefulness. Certainly the Pure Gold Company yields to none in the matter of knowledge of what the Canadian trade wants. And when it comes to care in blending and roasting, the Pure Gold Company stands in a class by itself.

Its coffees are hand-picked. That is "quakers," dirt, nails and imperfections of every sort are removed by hand.

The reward is in the result obtained.

GRADES AS FOLLOWS:

A 32c., B 30c., C 28c., D/25c.,
E 23c., F/20c., G/18c.

It depends upon the grocer what grades to buy.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

the opinion that Halifax was destined to become the "front door" of Canada and an important Winter port. It is believed the report of the commission will contain recommendations which will lead to an expansion of the shipping business at this point.

Application is being made to the Provincial Parliament now in session for an act to incorporate a company to build and operate an hotel on the old drill shed site on Spring Garden road. The capital of the company will be \$250,000.

For a year or more efforts have been carried on for the repeal of the Scott Act in Cape Breton. After a good deal of labor the requisite number of names were secured to a petition for the repeal of the Act. This petition was forwarded to Ottawa, but the authorities decided that too many of the signatures were in the same handwriting to be regarded as valid and the petition was therefore thrown out. The Scott Act has been in force in Cape Breton for 22 years. In the whole of Nova Scotia licenses to sell intoxicating liquor are granted only in two counties, viz., Halifax and Richmond. The list of applicants for license in the city of Halifax for the ensuing year has been posted. The usual parties have applied for shop or grocery licenses.

R. J. Matheson, whose flour mill at Dartmouth was destroyed by fire ten days ago has decided to rebuild.

Fire broke out in the coal mine at the Joggins last week and became so serious that it was found necessary to flood the mine. This will necessitate the cessation of mining at the property for six months or more. The mine is a valuable one and a flourishing town has grown up around it which is chiefly dependent upon the industry for its existence.

Work is suspended at the Chignecto mine on account of a strike of the colliers there.

Mr. Comie, the Scotch herring expert brought out by the Government, has decided to locate his experimental station at Canso and has gone to Scotland for a steamer, nets and men to carry on the work. He expects to bring enough fishermen and curers to instruct our local fishermen in the work after the approved Scotch fashion. The Western States and Canadian Northwest now import 200,000 barrels of herring from Europe annually and it is this trade that it is expected to supply from Nova Scotia.

MANITOBA MARKETS.

Winnipeg, Jan. 16, 1904.

THE close of the week finds trade moving briskly especially in grocery and produce lines, this due in a considerable measure to the demand from lumber and logging camps. Prices of staple groceries show very few changes for the week.

Sugars—There has been an advance on all lines during the week, making the present prices for granulated \$4.65 to \$4.70, and \$4.05 for bright yellows.

Coffee—Market is very firm and the price has again advanced making the present quotation for No. 5 Rio, 9 1-2 to 10c.

All other lines of groceries are without change from last week's quotations.

Flour—There has been a good deal of rumor in the flour circles this week as to heavy purchases by Mr. Tamura, of Japan. A careful investigation goes to show that Mr. Tamura made some purchases of flour, nothing extraordinary, however, and he did not purchase two shiploads of wheat as was currently reported. Mr. Tamura stated that in case of war a small quantity of flour would no doubt be taken by the navy,

but their principal diet was rice, and fish, with small quantities of low grade flour, bread about three times a week. The real demand for flour in Japan comes from districts where their wheat crop is short and the high prices of rice are inducing them to sell rice and buy low grade flour. The trade in Canadian flour for Japan has been well developed by the exhibits of the Canadian Government at the Osaka exhibition and export trade is steady and increasing but there is nothing phenomenal in it as the present time nor is there likely to be, even in case of war. Locally trade is very good and prices are fully sustained at the advance of last week, being \$2.45 for the 98-lb. sack of No. 1 patent.

Cured Meats—The demand is very good as usually the case when lumber and wood camps are in full blast. Prices continue easy, especially in comparison with last few months; hams, 13 3-4c.; shoulders, 8 1-2c.; breakfast bacon, bellies, 12 3-4c.; backs, 11 3-4c.; spiced rolls, long, 11 1-4c.; short, 10 3-4c.; long clear, 9c.; dry salt backs, 10 1-2c.

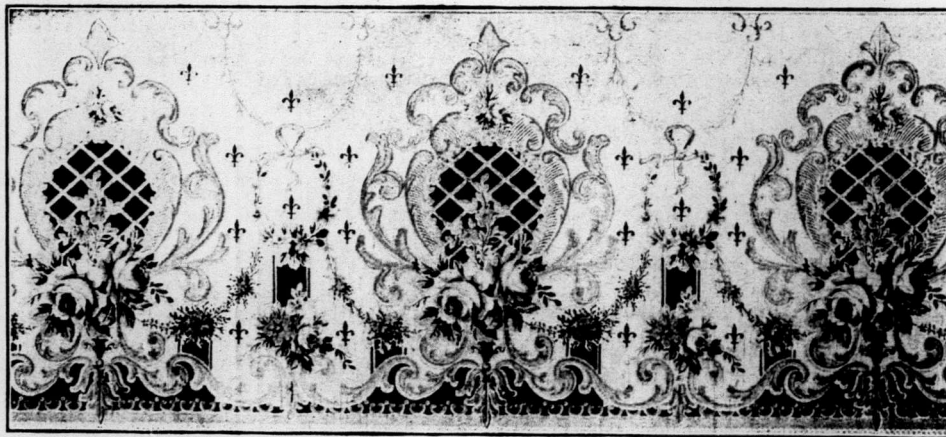
Lard—In tierces 9 1-8c.; 50-lb. tubs, \$4.70; 20-lb. pails, \$1.95; 10-lb. pails in cases, \$5.95; 5-lb. pails in cases, \$6; and 3-lb. pails in cases \$6.10; compound lard in pails, \$1.75.

Dressed Meats—There is only a fair demand at the present time and prices are rather firmer. Abattoir beef is quoted at 6 1-2c. for tops; mutton, 8c.; and hogs, 7c.

Live Hogs—There is only a moderate receipt at the present time and prices are shading higher. The general quotation is 4 3-4c. for hogs from 150 to 250, but 5c. has been paid for small lots of choice hogs during the week. Under and over weights range from 4 to 4 1-2c.

Butchers' Cattle—Small shipments are received from time to time that bring about 3 1-2 off cars Winnipeg. Stock coming in at the present time is all in fine shape.

WALL PAPER.



Two-band border, 2490.

Made to match ingrain. Also matches side wall 1490. Made by Staunton's, Limited, Toronto.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Jan. 15, 1904.

THE movement in provision trade is very light at the present time in the city. There is a smaller business in the various coast logging camps at this season, and the fleet of smaller steamers and tugs, is also tied up for want of business. For a good deal of the business of the "mosquito fleet" depends on the activity of logging camps. The movement of goods to the interior is quiet, as can be expected in the month succeeding the holiday season.

From northern quarters comes encouraging news of promised activity there in the coming season. The opening of at least two new gold camps on the creeks discovered last season in districts tributary to White Horse and Dawson, has already created quite a stir in the north and indications here are that there will be a big movement to that section as soon as Spring opens. Inquiries are being received from many distant parts of Canada and the United States for information on this new field.

The changes in local stocks and prices are slight. The movement of new dried fruits is smaller than usual at this season. Possibly the stocks of apples and other green fruits on the market have a tendency to attract demand from the other lines. Price of flour is very high following advances by the big Canadian millers. The 50-lb. sack is now quoted at \$1.50 retail, which makes it pretty expensive to eat our daily bread, though the bakers have not yet raised their quotations.

Fruit—The large crop of apples both British Columbian and Eastern has this year had the effect of keeping down the demand for California oranges, despite the extremely cheap figures quoted on the orange crop. One dealer said he had never known the prices for California to be quoted so low as at present. He said there was a line of navel oranges to be bought in San Francisco at \$1.35, and they were good oranges too. The big crop of apples in the States last Fall was still affecting the market there too, he said, so that the demand for oranges all round was slack. Whether it is fancy or not, he holds that a good apple will always be taken in preference to even a good orange. The fact remains, however, that whatever the cause, the demand for oranges is very small, and the crop is large and of good quality, while as stated, the price has never been lower. Local quotations show the finest fancy navels not over \$3.50 per box, and down to \$3. Seedlings are not yet coming in in great quantities. They are quoted in some instances as low as \$2.25 and up to \$2.75. Lemons, which are also a good crop in California, move slowly just now. The price is from \$3.25 to \$3.50 for the best.

Apples locally are still plentiful, thought all the choice are from the Okanagan and other interior districts of British Columbia. It is possible that

The Best Product
makes the Best Business.

That's why it is more profitable to handle.

Clark's Sliced Smoked Beef
than any other.
IT HAS NO EQUAL.



Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in 1/4 pails (1/2-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/2-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

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

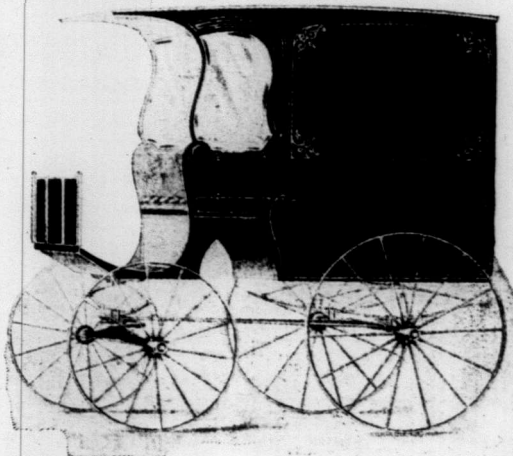
High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188



"Condor"
Japan and Black Tea, Baking
Powder, Mustard, Vinegar.

Madam Huot's Coffee

THE GEM.

"Nectar"
Black Tea, in lead packets and
fancy tins only.

Once in a while little bargains come my way and when they are genuine snaps I take them up and offer you to share in the good thing.

For instance, I have bought from a Bank :

23 Chests Young Hyson natural leaf Ceylon Green Tea, I offer it at	-	-	15½c.
13 Half Chests " " " " " " " " " "	-	-	15½c.
50 Half-Chests Young Hyson fancy-finished leaf Ceylon Green Tea, I offer it at	-	-	16½c.

This is a fresh shipment just in from Colombo, and the liquor is A1.

I have bought on the London market when it was most depressed, a month ago—they are coming in now :

30 Chests fancy-finished, beautiful leaf, splendid liquor, Hyson No. 1 Indian Green Tea, I offer it at	-	-	-	18½c.
34 Chests fancy-finished, beautiful leaf, choicest liquor, Young Hyson Indian Green Tea, I offer it at	-	-	-	20c.
50 × 20-lb. Boxes extra choicest golden tipped "Himalayan" Darjeeling Indian Black Tea, I offer it at	-	-	-	32½c.
64 × 10-lb. Boxes same Tea, I offer it at	-	-	-	35c.

This is the pick of its kind, and would be cheap at 40c.

Ex Str. "Empress of Japan," now at Vancouver :

247 Half-Chests "Condor" XXXX Japan Tea, the finest and best, at	-	-	-	25c.
35 × 30-lb. Boxes "Condor" XXXX Japan Tea, at	-	-	-	26c.

My stock is large and well assorted. I make a specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

ASK FOR SAMPLES, IT PAYS

"Old Crow"
Baking Powder, Mustard,
Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"QME"
Baking Powder, Vinegar,
Spices, Coffee

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the coast districts may never compete with the upper country in producing apples, but the past season has shown that such a quantity can be produced in the coast sections that a fair percentage of fruit of good quality can be selected. The poorer grades always sell cheap, but this season there has been a big stock of coast-grown apples which have graded well up.

The prospects for the future, taking the record of last crop, are that the trade of the Northwest and largely of Manitoba will be supplied by British Columbia grown apples practically from now on. British Columbia will have such a quantity to export every year in the future that she will not only control the apple business of Western Canada, but the large supply of this fruit will have the effect of keeping out a large proportion of the foreign fruit, especially from California which is at present brought into the country at high prices.

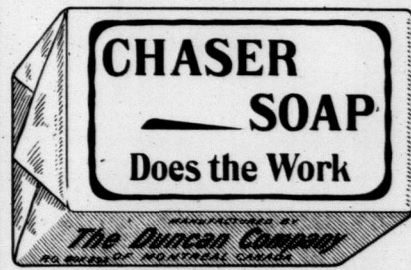
Produce—Market quiet in nearly all lines, is the average report from the dealers. The only item of interest at the present time is the festive egg. This article, fresh, and not limed or otherwise treated is now worth at least 27 1-2c. per dozen to the trade on this market. At that figure there are not very great stocks. At least there is no surplus. Pickled stock is still lighter, though some lots are coming forward. Local fresh are still dear, though they have dropped back to 40c. per dozen retail. Extremely mild weather has induced the fowls to begin laying and retail merchants are receiving more than they did when the price was up so high a few weeks ago. The quantity is so small, however, that it is not a factor in determining the prices on the open market.

Butter is fairly well stocked, but not moving very rapidly. Some lots are received still. Really select dairy is hard to get now. It would command from 20 to 21c. The range of price for dairy is from 15 to 18c. for such stocks as are in hand. Creamery is firm and selling at 24 1-2 and 25c. Cheese is very inactive, and stocks are light. Prices for Manitoba stocks are about 13 to 13 1-2c. with Ontario stock a cent or two higher. The sizes are nearly all large, twins and small cheese being sold out.

Notes.

Oscar Brown & Co., wholesale fruit and commission men have moved into their new warehouse on Water street near the corner of Cambie. The new building which is owned by the firm is 40x120, built of brick has a cemented basement, the full size of the ground floor, and is also supplied with a siding so that loading and unloading direct from the cars will be a convenience in the future. Both on the ground floor and in the basement cooling and ripening rooms for storing and handling bananas are specially built. The firm has now as fine a warehouse as any house in the city in this line. The business which Brown & Co. have established has thriven with the city, as the new premises indicate.

THE COMING SOAP!
Better order now—not lose a sale, perhaps a customer— **5c.**



P.O. Box 1292. Bell Tel. M 4375.

**40 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

BUY

Star Brand

**COTTON
CLOTHES
LINES**

— AND —

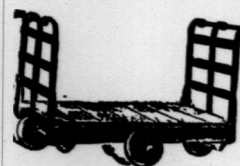
**COTTON
TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street,
Temple Building,
MONTREAL.

ANNUAL TEA SALE

Comprising **MOYUNE YOUNG HYSONS**, in Half-Chests; **PINGSUEY HYSONS**, in Caddies; **PINGSUEY GUNPOWDERS**, in Caddies; **CEYLON GREEN**, in Half-Chests; **CEYLON BLACKS**, in Chests, Half-Chests and Caddies; **JAPANS**, in Half-Chests and 20 and 40-lb. Caddies.

We have large quantities of the above Teas on hand, and will offer all lines at greatly reduced prices for the balance of this month. If interested, it will pay you to write for samples or have our travellers show you samples of the Teas referred to.

COFFEES

We are introducing a special blend of our own to retail at **40c.**, put up in 10, 25 and 50-lb. tins, whole or ground, at **28c.** per pound, no charge for tins or crates. This Coffee is acknowledged to be one of the best on the market, and a trial order will convince you that this statement is correct.

Your enquiries will have our very best attention.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

THE FUTURE OF THE RETAIL GROCER.

THIS question has been uppermost in my mind for some years, and I have discussed it with many people from time to time, writes Mr. J. Streeter in *The Grocers' Monthly* (Eng.). I find that a great number of traders give a very gloomy forecast, while others think there are better days in store than we have ever known.

With the latter I am in full sympathy, providing that certain laws and conditions are strictly adhered to. I believe in the law of the survival of the fittest. I also believe there must be moral laws in trade, as there are in nature, and the future success of the legitimate retail grocer and provision merchant depends as much on the amount of trade morality he exercises as it does on his practical fitness, and to prove that immoral methods of trading have (to an extent) placed us in our present position I will give a few examples.

You are all aware that, during the past, many laws have been brought into operation which are iniquitous and very vexatious to the honest man. Why were they needed? For no other reason than to check the dishonest practices of many traders of the past.

Take the tea trade. Why is it that this commodity has been diverted from the legitimate channel and company shops have come into existence? Simply because traders have adopted immoral methods, by selling sugars at a great loss and taking excessive profit on tea to compensate.

Again, take the case of many proprietaries. We have known, within recent years, that many popular lines have been sold at cost price, and under; and the unjust practice of selling margarine for butter or palming off second-rate goods at best prices has been resorted to, consequently the company butter shops have come into existence and taken much of the butter trade.

Again, by giving unlimited credit to the working class, many pounds have been lost in bad debts and interest on capital, and to compensate, high charges have been charged, and unfair prices have, in many cases, been adopted. The outcome of it all is, that the industrial class have opened their co-operative shops.

By becoming more thrifty they are now able to pay cash for their goods, and we now have to face them as severe competitors.

These, gentlemen, are some of the reasons why we, at the present day, cannot claim the field as sole distributors. They also go to prove that the immoral methods of the past have been prejudicial to our best interests, and that, in consequence, we have now to face the competi-

tion of the monopolist and co-operative store.

There is one other important reason which largely accounts for our position, viz., "lack of organization." Had grocers of 50 years ago become an organized body, laws would have been framed to protect the honest trader, instead of trapping him. The dishonest practices referred to would have been discountenanced, and the company shops, which were originated by our supposed friends, "the tea merchants," would have been prevented from opening up in direct opposition to the very men that had supported them in the past.

Having thus far briefly dealt with the failings of the past and the present condition of things, I will proceed with my subject, "The Future of the Retail Grocer."

I say, without fear of contradiction, that the only remedy is "organization."

Every reform that has been achieved in the past is due to combined effort, and we have only to look at the mighty power of our own Empire, and the strength of the Labor Party in this country, as a conclusive proof of the immense value of organization and collective action.

You will say, "But we have organization in our Association all over the country." True; and everyone who reads his trade paper and attends the meetings knows of their past achievements and future possibilities. But what does our organization depend on? About six or twelve enthusiasts in each district, who are ready to devote their time and money, are prepared to do anything and everything possible to promote the best interests of the trade they are proud to belong to.

What we want, and what we must have, is a more complete organization—more enthusiasm. Each member of the trade must rouse himself from the present state of apathy and realize his individual responsibility; join our association, come to our meetings, and give us the benefit of his intelligence on all matters affecting the trade.

I should like to say at this point that the possibilities of organization in our trade is unlimited. I will endeavor to show you some of the reasons why we must aim at a more complete organization. I think you will all agree with me that the company shops, at some part of the year, will give better value in some lines than many retailers do. I will endeavor to show you, by comparison, why they can do so.

The average grocer of to-day buys his five or ten cheese; five, ten, or fifteen sides of bacon; one, three, or five casks of butter from the representatives of

some wholesale house, who has previously bought in larger quantities from the broker who acts for the producer.

The grocer takes one or two months' credit, and, should he exceed it, he is entirely at the mercy of the wholesaler as to the price he pays and the quality he gets.

The company shop, on the other hand, gets at head office collective orders from all their 100 or 300 branches, and goes on to the market with enough requirements to entirely rule the same. It gets in at a price much below the figure paid by the grocer, simply because it buys collectively and saves travellers' expenses, wholesalers' profits, brokers' commission, and various other charges, and when the retailer asks for cheese or butter to compete with them he is told by the wholesaler that the companies are losing money on every pound they sell. Is that so? I say, decidedly, no. They work for profit, and make it, while the legitimate trader would incur a loss to sell at their prices. To my mind, this in itself is enough reason why we must combine to combat combines.

We will next take the bacon trade. Why is it that we, as retailers, taking the greatest share of labor and risk involved in distribution, as we do, have seen little or no profit for years past, while the traveller, wholesaler, broker, agent, etc., invariably gets a profit? And why is it that if a retailer wishes to go to the market with ready money he is refused a supply? Because, being a retailer, he is not a member of the bacon ring, which, as you all know, is run in the interest of broker and wholesaler, and will not allow us to be supplied except through a wholesale dealer, thus placing us in the position of tied houses, while at the same time they court the favors of the wholesale retailers. These are other reasons why we must combine to combat combines.

We will next take the vexed question of the co-operative stores. I claim that the future of the retailer will be disastrous if we allow these delusive and unjust pirates to continue their progress unmolested. We must co-operate to combat co-operative stores, and collectively expose the dividend fraud, which I maintain is a division of overcharges and not a dividend at all.

We ought also to point out the injustice of the British workman running his own shop, and drawing support from traders by trading under the Friendly Societies Act, to evade the large amount of revenue due to Government by posing as philanthropists, when they are taking a mean advantage of the gullible public.

Again, we want an organization strong enough to enter action against any individual or editor who publicly circulates such libellous statements as appeared in *Answers* a few weeks since.

I do not think there is a trader here who would not join me in placing his various priced teas before any competent expert to prove that relative value is given by us in each case from 1s. 2d. to 2s. per pound.

I should like to briefly touch on a few subjects which will have to be dealt with to secure success for the grocer in the future:

1. Terms of credit. I maintain that our present system is unjust, as nearly

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THE POPULAR CEILINGS FOR PRACTICAL PEOPLE

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary — Artistic — Fireproof — exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of quality—highest grade materials and workmanship throughout. Certain to please you.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, West Lorne, Ont.

Clever Ads One Cent Each.

Have you read Arthur W. Lydiatt's book containing **One Hundred Good Ads** for a grocery store? If not, you have missed something. You will find it a great help in preparing your advertisements. Send one dollar to the publishers for a copy to-day.

The MacLean Publishing Co., Limited,
TORONTO OFFICE: 10 Front St. East.

BROCK'S BIRD SEED.



IS
PERFECTION.
IT
PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

everything we sell for cash is charged to credit accounts the same, and if they are not the public are in many cases led to believe so. I think the fairer way will be to sell everything at a rock-bottom price, and charge 10 per cent. per annum, in proportion to the length of credit taken, beyond a month. This can only be brought about by a collective decision.

2. Technical education for our assistants. I say that we must have better men behind our counters, and it will be to the interests of all concerned to encourage some scheme of teaching our staff the technical part of our trade in a proper manner, and not allow them to pick up their knowledge in the haphazard way many of them do.

I feel certain that it will be helpful to our assistants in after life if they are obliged to qualify in the same way as chemists do. You will agree that it is as important that a grocer should know as much about the food he sells as the chemist does about the drugs he dispenses. I am strongly in favor that physical culture should be taken up by our staff, but not in the mad way they enter into the sports of the present day, for many of them cannot talk intelligently on any subject but football.

3. Combined buying must be taken up for mutual benefits, to place ourselves more firmly in the position we wish to maintain of being premier distributors to the public.

4. "Grocers' Price Lists"—are they a blessing or a curse? You all know it is the ambition of everyone who issues a list to say that he sells at store prices, and to make it an advertising medium for as many unprofitable proprietaries as he can think of.

I maintain that the successful grocer of the future must be a specialist in at many branches of his trade as possible, and not the automatic machine for the distribution of unprofitable proprietaries, neither must he play second fiddle to the stores, and his list must bring his own name more prominently before his customers' notice than the other lines he sells.

5. Forward buying, to my mind, should be condemned. We all know that if we make a good hit everyone else has done the same, consequently we cannot get the extra profit we require to cover the losses we incur on the many bad forward transactions.

6. We must organize to stop the man who buys Canadian eggs from us, at this time of the year, and palms them off on our customers as new laid.

We must also endeavor to stop the progress of the delusive octopus who trades under the name of Pension (or Husbands') tea.

Innumerable other topics, such as the importance of stock-taking, overstocking, up-to-date attractions for our businesses, civility without servility, must be dealt with in the interest of the retail grocer of the future. The personality of the single shop grocer may be discussed to advantage.

In conclusion, I should like to emphasize what are, to my mind, the most important points of those which I have endeavored to bring before your notice this evening, viz. :—

1. Trade morality.
2. Combined buying.
3. Technical education for assistants; and last, but not least, a more complete system of organization.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

ARTICLES WANTED.

WANTED—Scale; capacity half ton to ton. The E. J. Coles Co., Woodstock, Ont. 4

SITUATIONS VACANT.

WANTED—An active grocery salesman (acquainted with the grocery trade preferred), to travel throughout Quebec and Ontario for well-known American specialties; a good situation, with excellent chances for future advancement. Apply with copy of references and full particulars Box 93 CANADIAN GROCER, Montreal. 4

MILLER WANTED—Head miller for 75-barrel roller mill; must be honest and a first-class workman. Apply, stating wages, to Box 12, CANADIAN GROCER, Toronto. f

SALESMEN—Active young men, familiar with hardware or grocery trade, to sell staple lines for old established manufacturers; those residing in or near Ottawa, Kingston, Peterboro, Collingwood, London, Chatham and Brantford preferred. Apply, giving age, experience and references, to Box 13, CANADIAN GROCER, Toronto. f

AT ONCE—An apprentice for flouring mill; doing merchant, custom and chopping work; references required and age. Apply to Box 9, CANADIAN GROCER, Toronto. f

FOR SALE.

GROCERY BUSINESS—Yearly cash turnover of twenty-eight to thirty thousand; stock and fixtures four thousand; terms to suit purchaser if properly secured. Apply to Box 10, CANADIAN GROCER, Toronto. f

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address C. S. PAGE, Hyde Park, Vt. U.S.A.

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (5)

INCREASE YOUR BUSINESS

By subscribing to BOOKSELLER AND STATIONER. Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy. MONTHLY: One dollar per year. MacLEAN PUBLISHING Co., Limited, Montreal, Toronto, Winnipeg.

ADOLPHE E. SMYLIE President HENRY ROWLEY Vice-Pres't H. W. PETHERBRIDGE Sec'y and Treasurer

NATIONAL LICORICE CO.



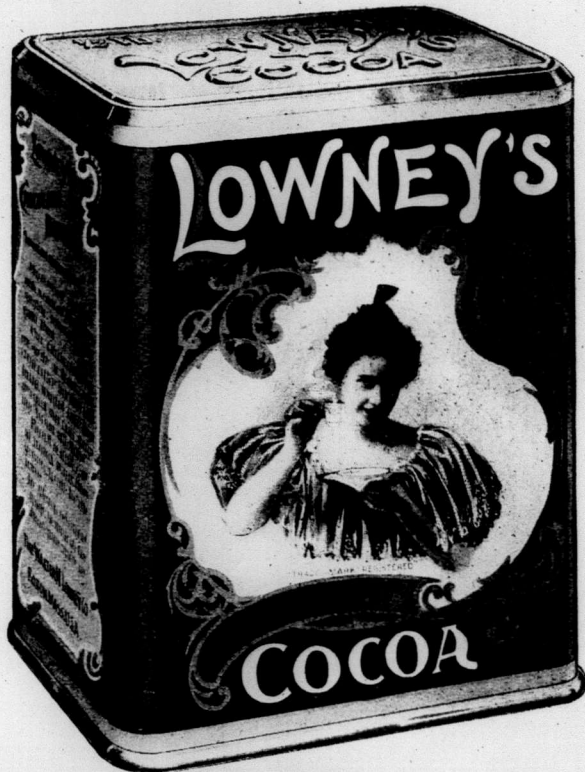
Successors to
YOUNG & SMYLIE
 BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
 BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
 CAMDEN, N. J.
H. W. PETHERBRIDGE
 BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
 TORONTO, CAN.

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

OFFICE—106 JOHN ST.

106-116 John St., } **Brooklyn, N.Y.**
 227-237 Plymouth St., }

Illustrated Catalogue on request.

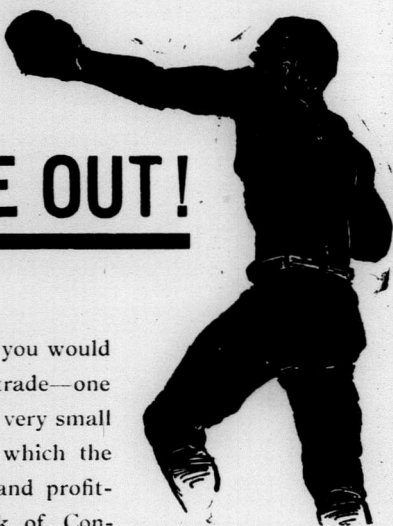


Received Highest Award **GOLD MEDAL** Pan-American Exposition

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

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS

STRIKE OUT!



Grocers, if you would work up a new trade—one that requires only a very small investment, one in which the turnover is rapid and profitable—add a stock of Confectionery. For Suggestions as to the management of a Confectionery Department, study THE CANADIAN GROCER. For directions as to where to buy, consult the advertising columns of THE CANADIAN GROCER.

One enthusiast says it is

"The Greatest Paper on Earth."



THE EMBLEM OF PURITY

REC'D FEB 8 1914
Cut Beer Post 53
 GOOD PANCAKE TIMBER

Greig's White Swan Buckwheat Flour

Made from the highest grade materials — is self-rising — all ready for immediate use, and satisfaction guaranteed.

PUT UP IN ATTRACTIVE PACKAGES
 THREE DOZEN IN A CASE

HAVE SOME ?

The ROBERT GREIG CO., Limited
 White Swan Mills, TORONTO.

BISCUITS AND CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

Cakes and Biscuits in South Africa.

THE special commissioner of the British Board of Trade who has been investigating the present condition and further prospects of trade in South Africa among other things has this to say of the trade in biscuits and cakes:

Biscuits are almost entirely of British origin, but Australia is beginning to compete, as in most branches of confectionery. The well-known English and Scottish makers have a firm hold on the market. A few German and American biscuits are sold, but they are specialties, and do not make any impression upon the figures of imports.

The trade in cakes which is a very considerable one, is about equally divided between Great Britain and Australia (Victoria). Australia has put on the market some very cheap cakes, which have had a large sale. I was informed that English houses had now produced similar low-priced goods, and were likely to capture a portion of Australia's trade.

The following figures are for Cape Colony only in 1902. Imports of cakes into Cape Colony:

From Great Britain	£37,574
From Victoria	35,341
From New South Wales	1,231
From New Zealand	524
From Other Countries	878

Canada is not represented here to any appreciable extent. The market is one that should afford an opening for our products which are unexcelled.

Sustaining Value of Sweets.

It is a well-known fact that soldiers on campaign, travellers, and other persons who are obliged to bear great and prolonged fatigue, cannot carry on their work without sugar, or some such sugar compound as jam or honey. In a recent issue of the *Revue Des Deux Mondes*, M. Dastre has given his views upon this subject. He shows that instead of being a mere relish, which makes other foods more palatable, sugar performs an important function in making good the losses caused by muscular exertion and in maintaining health and vigor in

the body. He endeavors to prove that the processes of life in the higher vertebrates must be carried on in a sugary solution of 11-2 to 1,000, and he takes the view that glucose, which is supplied to the body by means of sugar, is the source of muscular energy.

Sweets the Nations Eat.

Britain consumes 70 pounds of sugar per head per year, the United States 67 pounds, France 30 pounds, Germany, which is a great producer of sugar, but 17 pounds.

Cocoanuts by the Car Load.

A representative of "The Canadian Grocer" while in Hamilton this week had the pleasure of being shown through the works of the Imperial Coconut Company by the managing director, Mr. James Somerville. The company are doing a large and steadily increasing business with the trade, as is witnessed by a consignment of several carloads of cocoanuts recently received from Jamaica.

Effect of Sugar Convention.

A SINGULAR and somewhat humorous situation has been created by the fact that in the arrangements with the Continental Powers and Great Britain resulting in the convention, and expressed in the bill, the provisions are entirely confined to bounty-fed sugar, and do not apply to manufactured products of a sugared character, says The Scottish Trader. An effort was made in the House of Commons by Mr. Kearly, M.P., to extend the scope of the provisions to the rejection of sugared articles of foreign manufacture, bounty-fed, but the Government did not assent to the proposal.

It now has evoked the spectacle of the confectioners, on the one hand, denouncing the convention prohibiting the bounty-fed raw material as a national calamity, and at the same time complaining in a very emphatic way at the possible import of the manufactured article subsidized by a bounty by a foreign state.

There are three observations which must be made on this exhibition, in all honesty.

Firstly.—Any judgment passed upon particular classes of dumpings or of bounty-fed imports must be on a general principle, and not determined by the interest of one particular case or class.

Secondly.—Industries deriving a temporary artificial benefit from the import of an artificially cheapened raw material ought not to be listened to in pleading the "building up" of their mushroom prosperity against the destruction and injury of any other domestic or Imperial interest, seeing they may themselves be yet subjected to similar treatment, as in this particular instance.

Thirdly.—What we require is fiscal freedom, apart from conventions and bills, to clap on at any time a countervailing duty equal to any open or concealed bounty upon any class of imports, and notice given to foreign states that in the future this shall be rigorously given effect to.

Candy Lore.

IN the little glass case, at the cross-roads grocery and notion store, are to-day a few boxes of candy. For a half-century they and their predecessors have glorified that famous emporium to the children of the distant country-side. The grocery store still sells candy, even a great metropolitan store counts it among its important goods, and daily freshens its delicious stock."

The above is from *Bon Vivant*, published by C. Jevne & Co., Chicago, large manufacturers and dealers in candy. It says:

"Speaking of candy, this country makes and eats the most candy, and New York is the candy city. Not the output of England, France and Germany combined, equals the \$150,000,000 worth produced in the United States in 1900. So great is the industry in New York State that the State's iron and steel products do not exceed it in value. When you see a man 'pulling' taffy in the window of a candy shop it may interest you to reflect that in the great religious fetes of India, three thousand years ago, two men pulled it from the branch of a tree in just the same way. To-day, so much art is entering into candy-making, a manufacturer can take the color scheme of an entertainment and produce candy in harmony therewith."

HINTS TO BUYERS.

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

Warren Bros. are offering some very enticing tea values in their advt. of this week. It will pay you to look into it.

The Eby, Blain Co. report exceedingly good results from their demonstrations of "Gold Medal" coffee throughout Ontario.

The T. Upton Co., Limited, are now putting up their jams, jellies and orange marmalade in a new 2-lb. package. See it.

L. Chaput, Fils & Cie., Montreal, are booking orders for Spring importations of Greenbank's Lye and Chloride of Lime, both of which lines are well known and good sellers.

The Eby, Blain Co. are offering imported French sardines at prices far below to-day's market values.

The R. & J. H. Simpson Company, Guelph, are advertising teas and coffees at reduced prices for the balance of this month.

Hickmott's "Golden Crown" California asparagus offered by Hudon, Hebert & Cie., are especially fine and at the prices quoted to the trade should interest every buyer of first-class groceries.

Japanese Tangerines, in bundles of 2 boxes, are being offered by Clemes Bros. at an exceptional price.

The shipment of 600 half chests green and black Ceylon teas advised some time ago by L. Chaput, Fils & Cie., Montreal, are due to arrive next week. All the numerous orders booked will be promptly shipped on arrival.

If interested in new cleaned currants in half-cases or cases, Sair or Halloween dates for delivery in about a month, it will pay you to communicate with the R. & J. H. Simpson Company, wholesale grocers, Guelph, Ontario.

The ad. of E. D. Marceau, Montreal, in this week's issue should interest tea buyers. With the market in its present condition and with the prospects abroad these offerings should meet with ready response.

A small shipment of Liquid Vineer Furniture Polish is in store with L. Chaput, Fils & Cie. Montreal.

The attention of the trade is called to this week's advertisement of a new soap, "Chaser" brand, put up by the Duncan Mfg. Co., Montreal. The success which this article has met with in the east is certainly most indicative of merit.

Hudon, Hebert & Cie., Montreal, are offering last year's crop California dried fruits (cold storage kept and in remarkably good condition) at very interesting prices. The varieties are apricots, peaches, nectarines and pears.

An unusually tempting offer is made b. Chapot, Fils & Cie. in Jonas' high class flavored fruit syrup in fancy decanters. They have about 75 cases left which they are clearing at \$2.75 per dozen.

Clemes Bros., Toronto have several lines of layer raisins which they are offering at greatly reduced prices to clear.

L. Chaput, Fils & Cie. report arrival into store this week of one full carload (2,000,000) automatic square paper bags which they are offering at exceedingly low prices. All Western buyers interested in this line should not fail to communicate with the firm promptly.

PERSONAL MENTION

Mr. A. R. Barnard, Montreal's representative of Hunt & Co., is on a business trip to Toronto, London, Hamilton and the West this week.

Mr. Henry Wright, of the A. F. MacLaren Imperial Cheese Co., has just returned from a business trip to New York, Boston and other Eastern American cities.

Messrs. Armand Chaput and F. Prudhomme, of L. Chaput, Fils & Cie., Montreal, were on a business trip to Ottawa last week, from all accounts successful results were obtained.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was a visitor to the Montreal trade last week. As an opener for business in 1904 Mr. Piper reported business remarkably satisfactory.

Mr. S. W. Ewing, of S. H. Ewing & Son., Montreal, who had been confined to the house for six weeks through illness, is able to partially attend to business, and hopes soon to be in full harness again.

Mr. A. B. Hardwicke, representing Pyle's Pearline, was a caller at the Montreal office of "The Canadian Grocer" this week. Mr. Hardwicke is making his initial trip for 1904 going east as far as Quebec.

Mr. D. W. Douglas, general eastern representative of E. W. Gillett Co., Toronto is out again. Mr. Douglas has been confined to his house by a severe attack of the fashionable western disease "La Grippe," which he evidently brought with him from the Queen City. Gillett's Lye and Royal Yeast will now receive their customary close attention.

That name

Perfection Cream Sodas

just suggested itself.

No prize competition name.

No sleepless nights conjuring it up.

We tasted the biscuits ourselves and said "Perfection."

We've heard the word from others, too,—people who don't share in our annual dividends.

Give your trade

PERFECTION CREAM SODAS.

If they want them that's enough for you.

That is if you are a grocer with the right spirit in you.

We sell direct.

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

Hello, Gel-O

THE NEW DESSERT.

The best prepared Jelly in the world.

Retails (4-oz. package)—10c.

Cases, 4-doz. and 12-doz.

Send us a sample order.

"Always room for the right thing."

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.



For Sale Everywhere.

ASK FOR

MOTT'S.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's
Dessert Chocolate, Chocolate
Cream Bars, Cowan's Cake
Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence

Manufacturers
THE COWAN CO., Limited

TORONTO

JAMS and JELLIES

The home supply is getting short and grocers will find it profitable to get in a stock of our Jams at once. We have a superior SCOTCH ORANGE MARMALADE that is a seller.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.



—about **Baking Powder!**



Why not handle a 1st Class Brand which will show you a good profit and build up and hold your trade!

To introduce our **EAGLE BAKING POWDER** in your district during this month, we are attaching to every 1-lb. tin a coupon. This coupon is good for **4 cents**.

Besides this coupon the goods show you a regular profit of

33 1/3 %

All in cut Book 15

One trial of

*Page 18
E.W.D.*

will convince you and your trade of its superior quality.



(Facsimile of Coupon.)

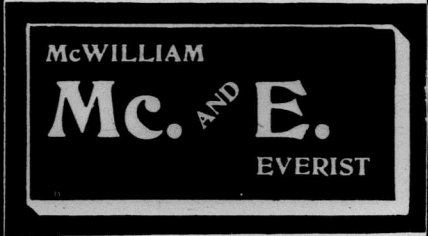


EAGLE BAKING POWDER

**Eagle Manufacturing Co.,
MONTREAL.**



'Phone Main 645-3394.



25-27 Church St., Toronto.

Your Face Shows It.

when you get something to suit your Taste,—Eat one of our "Rose" brand Oranges and your Face will Glow with Satisfaction. They have a Delicious Flavor.

We can give you good value, write us to quote you by letter, or see our price list.

TO BRIGHTEN BUSINESS

ORANGES

California Navels, "Crown" Brand; Extra Fancy Stock; in carload lots or less; all sizes.

Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64-80's.

Write for prices.

TANGERINES

Japanese Stock. Special to clear this week. 60c. a bundle—2 boxes in a bundle.

LAYER RAISINS

Few special lines for quick clearing, at greatly reduced prices.

CLEMES BROS.

Toronto.

GREEN FRUITS

Health Value of Apples.

A MEDICAL writer says:—"The more mellow apples one eats the better, provided they be taken at meal time. It is best of all to eat fruit before meals, and freely as you like."

This will prevent loading the system with a heavy weight of less digestible foods, says the Independent. Senator Vest says that if a man wishes to live long and be able to keep up his work he must eat not less than one apple with every noon lunch; we are not sure that he said half a dozen. The no-breakfast fad tells us that he must not only go without the morning meal, but that he must live much more largely upon fruit. Some of its disciples insist that the apple may be taken in the place of the ordinary breakfast. John Wesley once referred to apple dumplings as an illustration of the alarming advances of luxuries in England. Charles Lamb quotes a friend who says that "a man cannot have a pure mind who refuses apple dumpling," and Dr. Johnson speaks of a clergyman of his acquaintance who brought his family up almost altogether on this Anglo-Saxon combination. We have recollections of dumplings which might accord with the opinion of Lamb; and then we have recollections of other dumplings which might have been the origin of Calvinism. It must be borne in mind that the ideal apple is one that is fit to be eaten raw, yet the glorious old Spitzenberg is only fit for the cook—in whose hands it may become the very perfection of pie apples. The nineteenth century went out with a marvelous evolution of new sorts of fruits of all kinds, but there was nothing in the list to exceed the delicious juices of the Northern Spy.

There is nothing in the world to exceed the beauty of the apple blossom; while the air is laden with an exquisite perfume that has charmed a hundred generations—has added to the posey, the love and the comfort of Greek, of Roman and of Britton. But if there be anything more beautiful than the apple in blossom it is the same tree loaded down with crimson and golden fruit. Then it is that the apple touches human

nature and wakes in the housekeeper the highest conceptions of the science and the fine art of dietetics.

Western Fruit Men.

THE district fruit growers have now elected a permanent organization, says the Victoria, B.C., Times. Some time ago the preliminary meetings were held and the necessary by-laws and constitutions adopted. Now the association has the stock subscribed and have held their first general meeting. The following were elected the permanent officers:

President—Thomas Bryden.
Vice-President—A. Strachan.
Second Vice-President—A. Stewart.
Secretary-Treasurer—J. C. Grant.

A resolution was passed to be presented to the Dominion Parliament praying for the amendment of the Pure Foods Act, so as to prevent the adulteration of jellies and jams.

In a paper on shipping fruit Mr. R. M. Palmer tabulated the following requisites: 1. That it shall have the carrying quality; 2. That it shall have a good appearance; 3. That it shall be put up in even grades, that is, honestly; 4. That it shall be in regular trade packages, marked with the name and quality of the fruit and the name and address of the grower; 5. That it shall be of as good quality as possible consistent with the preceding requirements. Packages—Apples in 45-lb. box; pears in 40-lb. box; plums in 20-lb. crate, 4 baskets; cherries in 10-lb. box, or 24 crates; crab apples in 50-lb. boxes; strawberries in crates, raspberries, bulk, in pails.

Sicily Lemons Short.

Severe storms in Sicily on December 7th and 15th destroyed at least one-half of the lemon crop for 1903. Previous to this the outlook had been promising, although the supply would have been a little behind that of last year. As a result Mr. V. B. Badalamenti-Dina, Toronto, one of the principal agents of the Messina growers, says that 63,000 boxes of lemons are now on their way from Italy to Canada and the United States as against 150,000 boxes last year. This will undoubtedly affect the lemon mar-

kept in Canada since Canadian fruit dealers usually rely upon the regular shipment of Messina lemons to Montreal for their Summer supply. There is every prospect that high prices will prevail, especially in the "November cut" which is the lemon that supplies the bulk of the Summer trade in Canada, on account of its keeping qualities.

Among the Fruit Men.

CLEMES BROS.

CLEMES BROS., fruit and commission merchants, corner King and Church streets, Toronto, are justly proud of the fact that they rank among the pioneers in the fruit business in Canada. Forty-two years ago they began in Port Hope under the firm name of C. Clemes & Son. A few years later Mr. Clemes, sr., founder of the business, died, and his two sons, J. P. and M. P. Clemes, moved to Toronto, where they joined W. H. and A. E. Clemes to form the present firm of Clemes Bros. The only change in the personnel of the firm since then is the demise of J. P. Clemes, which occurred six years ago; the other three brothers still control what has become one of the most extensive businesses of the kind in Toronto.

At first Clemes Bros. occupied premises at 51 Front street east. The steady growth of their business compelled the firm to move three years ago to their present commodious warehouse and offices at the corner of King and Church streets.

In the course of an interview with M. P. Clemes a representative of "The Grocer" learned that the firm of Clemes Bros. are the largest Canadian importers of layer figs, a complete stock of which they secure direct from the growers in Smyrna every year. They also employ a buyer in California the year round, who affords the firm the advantage of being strictly on the inside in the orange and general California fruit trade.

A few years ago, says Mr. Clemes, very few oranges were sold in Toronto except Mediterranean fruit. At the present time California oranges are largely taking the place of other fruit. Another striking feature in the evolution of the fruit trade is the increased demand for lemons. The bulk of lemons for the Canadian Summer trade arrives at Montreal from Messina every Spring. Thirther Canadian fruit merchants gravitate to bid on the numerous cargoes of lemons which are disposed of by auction. Clemes Bros. have the honor of being the largest individual buyers at

LEMONS

MESSINAS—We are offering some genuine snaps in 300s and 360s this week.—

"HOME GUARD,"—Extra Fancy. "TREE" BRAND,—Extra Choice.

WRITE US FOR QUOTATIONS.

A good supply of BANANAS ripening,—Reasonable in price.

WHITE & CO.,

PHONES Main 4106
4107

Wholesale Fruit and Fish, TORONTO.

F. KESSELL & CO. 7&8 Railway Approach, ENGLAND
London Bridge,

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Prompt

1904

SAME OLD STORY.

Selling best goods obtainable at lowest possible prices.

That's how we hold our trade. Quality tells. Try us.

Reliable

Hugh Walker & Son, Wholesale Fruits, Guelph, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

these sales, holding the record with an order for \$28,000—\$32,000 at one sale.

Clemes Bros. trade is largely in foreign and domestic fruits and provisions. They handle all varieties of Mediterranean fruit such as oranges, lemons, grapes, nuts, etc., and do a large business in California fruits.

References—THE TRADE L.D. Phone 578

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. TORONTO, CANADA.

NAVEL ORANGES.

Our Navels are good color, sound and juicy. Order sample box.

Messina Lemons—Fancy and cheap.

HUSBAND Bros & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

FLOUR AND CEREAL FOODS

Manitoba Crop Bulletin.

THE Agricultural Department of the Manitoba Government has just issued its annual report for the past year and estimates of the acreage for 1904 as follows:

	Area in Acres.	Average Yield Bushels.	Total Yield Bushels.
Wheat.....	2,442,873	16.42	40,116,878
Oats.....	855,431	38.62	33,035,774
Barley.....	326,537	26.66	8,707,252
Flax.....	55,900	10.5	586,950
Rye.....	4,899	18.	88,182
Peas.....	2,357	17.6	41,483
Total grain crop.....			82,576,519

POTATOES.

District--	Area in Acres.	Average Yield Bushels.	Total Yield Bushels.
Northwestern....	5,330	210	1,119,300
Southwestern....	6,808	200	1,361,600
North Central...	4,770	180	858,600
South Central...	3,990	150	598,500
Eastern.....	6,300	130	819,000
Province.....	27,198	175	4,757,000

ROOTS.

District--	Area in Acres.	Average Yield Bushels.	Total Yield Bushels.
Northwestern....	2,210	300	663,000
Southwestern....	3,256	340	1,107,040
North Central...	2,070	310	621,000
South Central...	1,690	270	456,300
Eastern.....	3,025	200	605,000
Province.....	12,251	282	3,452,340
Total root crop.....			8,209,340

Total area under grain crops.....3,689,990
Total area under all crops.....3,757,173

1904 ESTIMATE.

The area prepared for 1904 is stated by the report to be 2,385,505 acres, of which 177,029 is breaking, 668,140 following, and Fall plowing 1,540,336 acres. These figures are the basis of the outlook for next season's crop and are 654,510 acres in excess of the area prepared in 1902 for last year's crop.

New York Grain Market.

THE committee appointed by the New York Produce Exchange some time ago to devise ways and means whereby the New York grain market could be broadened and improved, has finished its labors and submitted a plan to the consideration of the members of the Exchange, says the Flour Trade

News. The most important features of the plan are as follows:

At the first meeting of the Board of Managers, subsequent to the adoption of this plan, and thereafter at the first meeting of the Board of Managers, after their election, the president shall (subject to the approval of the board) appoint as a "Committee on Delivery" twelve members of the New York Produce Exchange, who are known as members of the grain trade, nine of whom are specially interested in handling cash grain, and three of whom are specially interested in dealing in "futures." Of the nine members to be chosen from the cash trade, three each shall, so far as possible, represent the trade in wheat, corn and oats, and five of the nine shall be exporters. Every local exchange which shall accept this plan, may appoint one additional member of this committee, such members to have the privileges of visitors on the floor of this Exchange during thirty days in each year.

It shall be the duty of the Committee on Delivery to fix the differences at which deliveries of grain on New York contracts for "futures" may be made, at the places hereinafter mentioned, and to fix the differences relative to the contract price at which other than contract deliveries may be made. In all cases where delivery on contract for "futures" is made outside of New York there shall be added to the difference due to outside delivery, any penalty for delivery of lower grades than contract, provided for in case of delivery of lower than "contract" grades, if delivered in New York.

Any and all grades of grain deliverable on contract for "futures" on this Exchange, shall also be deliverable, with five days' notice, in lots of 5,000 bushels or multiples thereof, and all in one warehouse, at the following places, when inspected and graded in accordance with the rules and regulations of the New York Produce Exchange, and when same has been properly stored in warehouses

licensed by the Committee on Delivery, viz., Buffalo, Boston, Philadelphia, Baltimore, Norfolk, Newport News, New Orleans and Galveston.

There shall be appointed by the Grain Committee of the Exchange, within 30 days after the passage of this plan, inspectors of grain, who shall be thoroughly familiar with the grading system of this Exchange, for each one of the places above mentioned, which shall accept the plan, such inspectors to be known as deputy inspectors for the point to which appointed. The deputy inspectors shall, as needed, appoint assistants, with the approval of the inspector-in-chief, to handle the varying volume of business. The deputy and assistant inspectors shall inspect the grain arriving at the points where they are appointed, in accordance with the rules and regulations of the New York Produce Exchange, and they shall inspect out of store, or going aboard vessel, all grain loaded out of the warehouses in their places. All certificates issued shall be in accordance with those of this Exchange and bear the words "New York Standard."

The Committee on Delivery shall meet at the call of the chairman during the first ten days of September and fix differences at which the various grades other than "contract" of Winter wheat and oats may be delivered, and during a like period in November differences on Spring wheat, and during a like period in January differences on corn; all the said differences to apply on deliveries commencing on the ensuing calendar month, and continuing one year therefrom, unless the committee sees fit to make varying differences to suit different periods of the year.

New York Grain Trade.

There is a proposition on foot to include grain at Buffalo in New York deliveries, and thus made the immense ex-lake storage at that port a guarantee against corners in New York trading. In addition the committee recommends that on contracts for wheat, corn and

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Guaranteed

Absolutely Pure

BUCKWHEAT FLOUR

In barrels and bags.

ASK FOR QUOTATIONS.

The Tillson Company, Limited, Tillsonburg, Ont.

oats, a next inferior grade to those now authorized, be deliverable at a difference arbitrarily fixed, but the discount arrived at in each case to no way detract from the value of the contract from a buyers' standpoint. The proposed changes in rules are not to apply to deliveries maturing before August 1 next.

Scottish Grain and Flour Trade.

UNITED STATES CONSUL FLEMING, of Edinburgh, writes the Washington Bureau of Industries as follows:

The accompanying statement shows the quantity of grain and flour imported at the ports of Leith and Granton from January 1 to October 15, 1903, and for the corresponding period of last year:

Description.	1903.	19 2.
Wheat.....bushels.	4,804,080	4,717,720
Barley.....do...	3,331,720	2,893,680
Corn.....do...	1,709,280	2,025,800
Oats.....do...	1,095,300	729,250
Rye.....do...	461,235	371,130
Flour.....sacks.	553,892	423,059

Statistics of imports from each grain and flour producing country for this period are not available, but it is estimated that four-fifths of the flour, two-thirds of the wheat, and one-half of the corn came from the United States. Roumania furnished a great quantity

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" 4675

**Wm. McCann
Milling Co.**

**MILLERS
AND GRAIN DEALERS**

**192 King Street East
TORONTO.**

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP of all kinds BY CAR LOAD.

**Caledonia Mills,
BOWMANVILLE, ONT.**

Correspondence solicited.

FLOUR

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CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

**THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.**

of corn in 1901-2 and early in the present year. The normal proportion of the imports of this grain into East Scotland from the United States is two-thirds, when the American crop and prices are at the average. The reduced total of corn imports this year is due mainly to a diminished demand from distilleries. A considerable increase of both wheat and flour compensates for the decline in corn. Large shipments of wheat from Galveston to Leith is a recent development in the grain trade.

I am told that Canadian millers are making a strong bid for the flour trade. Much British capital has been invested in flour mills in Canada, with the special object of supplying the British markets, and dealers here say that when these enterprises shall have been placed on a broad and firm basis—assuming that they can be so placed, against the competition in the United States—not by any possible efforts can American millers hold their trade in these islands. That is the local opinion now, which events may change; it takes no account of the constant improvement of milling processes and the growth of milling interests in the United States.

New Farm Buildings.

An indication of the prosperity prevailing throughout the Prairie Province is to be found in the capital invested in new farm buildings during the past year. By sections it is estimated as follows: Northwestern, \$446,680; Southwestern, \$1,075,072; North Central, \$450,000; South Central, \$630,000; Eastern, \$360,000; total for province, \$2,961,752.

In 1902 the estimated amount expended in farm buildings was \$2,228,875. This year there is an increase of \$732,877. These figures do not include buildings in towns and villages. They are a fair index of the prosperity of the farming community.

The percentage of wheat crop marketed on December 1, 1903, was—Northwestern district, 43 per cent.; Southwestern district, 54 per cent.; North Central district, 70 per cent.; South Central district, 64 per cent.; Eastern district, 70 per cent. Total for province, 58 per cent., or 23,479,287 bushels.

Canadian Wheat Too High.

Mr. S. Tamura, of Kobe, Japan, while in Winnipeg on a commercial mission, was asked as to the truth of the report

that he had closed a contract for half a million bushels of wheat for shipment to Japan. He expressed his regret that he was unable to confirm the report, and added: "I came to Winnipeg with the intention of purchasing some Canadian agricultural products, but, on account of the prevailing prices being too high, I have been unable to do anything. I have had some communication by cable with Japan regarding the matter, and have been informed that, owing to the high prices here, orders have been placed for a large amount of Pacific coast wheat, which is now going forward, prices there being cheaper. The price of Canadian flour is also too high for the Japanese market, and it seems to me that I will have to wait until I can get a suitable price on Canadian wheat and flour for our market."

Export Flour Trade.

ONE important branch of the export trade of Vancouver is the handling of flour to Japan and China, says the Vancouver Province. This trade, while of some years' standing, is of but recent accession to rank of importance. Canadian flour of the second class is now in receipt of a heavy call from Japan. Some of the higher grades of flour sell in Japan but the demand is light. The creation of a good market for Canadian flour in Japan may be said to really date from the time of the Osaka Exposition of the early part of the present year. Then it was that the Japanese first came to the knowledge of the superiority of the Canadian brands over those produced in the United States. The dissemination of this knowledge has been rapid and the responses so ready that a large and rapidly increasing flour export trade between Canada and Japan is now in existence. It may be said by the pessimistically inclined that this flour trade will not survive in its entirety the restoration of transportation rates on the transpacific steamships. That, however, remains to be seen and there is at present reason to believe that even the increase of the rates by 40 per cent. will not work material harm to the traffic. In fact one exporter has stated that he is now taking advantage of the cut rates to firmly establish his lines in Japan. The present rate of \$3 per ton on flour is a reduction of \$2. It had its creation some four months ago when the China Commercial Company, operating a line of vessels from Hong Kong to San Francisco via Man-

zanillo, Mexico, made the drop for the purpose of pulling the underpinning from the San Francisco lines. As in duty bound the northern lines (like the San Francisco lines) members of the Asiatic Freight Bureau, came to the rescue by placing northern rates on an equality with those of the southern port. San Francisco rates have since dropped to \$1 per ton as competition from the China Commercial Company is keenest at that port.

According to Mr. Lowther.

J. W. Lowther, M.P., speaking at Carlisle, said the farmers of Norfolk and Suffolk, where most of the corn in England is grown, scouted the idea of laying down a single acre more because of a duty of two shillings on foreign corn. They had said nothing under seven shillings and sixpence or ten shillings would satisfy them. They were to substitute colonial meat and corn for the foreign. They would have to compete with colonial corn instead, with Australian beef, with New Zealand mutton, with Canadian beef and mutton, instead of as now with Argentine and American. Suppose they did shut out foreign corn and meat, how were the agriculturists of England to benefit?

Hard Wheat in England.

English wheat not being thought equal in quality to Canadian, says a cabled despatch, the National Society of Millers started experiments with a view to obtaining hard milling wheat, with a result that a new hard wheat, has been produced. As far as tests on a small scale went, it has been found of a strength that left nothing to be desired.

Is Japan a Buyer.

The Winnipeg Free Press is authority for the statement that despite contrary reports Mr. S. Tamura, the Japanese Government representative, has contracted for over 500,000 bushels of Manitoba wheat to be delivered on call at market quotations.

New Bean Company.

The Kent Farmers' Co-operative Produce Company is the name of a new company that was formed at Blenheim, Kent Co., last week. It was decided to purchase the bean warehouse and business of Mr. Peter Haggart and to handle beans and all farm produce.

The New Laundry Blue

—MADE IN CANADA.—

“Blues Linen as White as White Can Be.”



We Would Like the Trade to Understand That “Blueol” has Been manufactured to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is “Canada’s Best” and “Canada’s Best” is the “World’s Best.”

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

Manufacturers,

MONTREAL.

Established 1857

In character, in manner, in style, in all things, the supreme excellence is simplicity.—Longfellow.

“Wee McGregor’s” Breakfast Food

A simple diet containing all the elements necessary to sustain life.

“It’s Gran’ for the Morn’s Mornin’”

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

No Warfare

SWISS FOOD pursues the even tenor of its way. The strife of battle between certain foods and fads does not intrude itself upon

SWISS FOOD

This is why it pays the grocer to push it. It sells everywhere and the satisfaction which it gives is constant.

SWISS FOOD, a pure wheat food, is good for every month in in the year. The grocer’s friend.

P. McIntosh & Son

Millers and Manufacturers

— TORONTO, CANADA.

COFFEE OUTLOOK.

WILLET & GRAY'S weekly statistical report for week ending January 14th, have this to say of the coffee situation:

The option markets have again undergone heavy fluctuations in the process of which a great deal of realization has undoubtedly taken place. New buying has come in influenced by the moderate receipts and renewed reports of damage to the growing Brazil crop. Notwithstanding the world's visible showed no material decrease during December, confidence in existing values is imparted by the prospective position of coffee. January receipts for half the month are only 230,000 bags and at this rate the moderate estimate of 600,000 bags will be wide of the mark. If the Santos crop is but 6,500,000 bags, of which 5,300,000 bags are already received, the balance would be 1,200,000 bags, and deducting Sundays and holidays when no coffee is sent into Santos, the daily average receipts would not be over 9,000 bags up to June 30th. This scale would not be maintained towards the end of the crop, and therefore present receipts are the safest guide to the total outturn of the Santos crop. That the yield may be under than over 6 1-2 millions is also indicated by the large percentage of "triage" coffee (about 50 per cent.) in the incoming receipts, a quality poorer than the lowest recognized grades or types and marks the cleaning up of plantation stocks.

These facts may be considered to be discounted in existing values and the subsequent course of the markets will show more or less how the coffee world and speculators regard the outlook for the next crop. It is now quite certain that much damage has been done and the unfavorable weather following the long drought has further deteriorated the crop and dispelled the hopes that some recuperation of the trees would take place before it was too late.

Consuming markets are in good shape so far as supplies are concerned, but Brazil seems determined to exact full prices, so much so that cost and freight business is limited. A better demand is springing up and now that local and interior buyers recognize after the various reactions higher prices are probable on the merits of the situation, they will enter the market more readily.

FISH STAND COLD.

Prof. Pictel, of Berlin, Germany, has been experimenting with the effects of

extreme cold on fish life. He has found that many fishes remain alive in a temperature of 45 degrees below freezing point, but they then become so hard and brittle that they splinter like a piece of ice when struck against a hard substance.

LETTERS PATENT ISSUED.

FENELON FALLS MILLING CO.

Letters patent have been issued under the Ontario Companies Act, creating Francis Sandford, manufacturer; Henry Puley and George J. Nie, millers; Harriet Robson, widow; Francis H. Sandford, bookkeeper, and Hugh H. Graham, physician, all of the Village of Fenelon Falls, a corporation for the purpose of acquiring the business and assets of Francis Sandford, Fenelon Falls, carrying on a business as grain and flour merchant and miller; the corporate name of the company to be the Fenelon Falls Milling Co., Limited, with a share capital of \$20,000, divided into 2,000 shares of \$10 each. The head office of the company is to be the Village of Fenelon Falls and the provisional directors are Francis Sandford, Henry Puley and Geo. J. Nie, hereinbefore mentioned.

S. J. MAJOR, LIMITED.

Arthur Major, foreman; Hormisdas Major and Jules Cote, bookkeepers; George LeBel, merchant; Marie Corinne Major, widow; and Emile Major, commercial traveller, all of the City of Ottawa, have been granted a charter under the Ontario Companies Act creating them a corporation for the purpose and objects following, that is to say, to carry on the trade or business both wholesale and retail of general grocers, wine and liquor retailers, and for that purpose to acquire and take over as a going concern the grocery and liquor business heretofore carried on by Sylvie Joseph Major, late of the City of Ottawa, deceased, and all assets and liabilities belonging thereto. The corporate name of the company is to be S. J. Major, Limited, the share capital of the company \$20,000 divided into 2,000 shares of \$10 each. The head office of the company is to be at the City of Ottawa and the provisional directors of the company Arthur Major, Hormisdas Major, Geo. LeBel, Jules Cote and Emile Major, hereinbefore mentioned.

UNION CEREAL CO.

Lieutenant-Governor-in-Council has letters patent granted a charter creating and constituting Walter A. Strowger

and John B. Hallworth, accountants; Harry Green, salesman; and Eva P. Roden, stenographer, all of the City of Toronto, and Wm. A. Dowler, barrister-at-law, of the Town of Tilsonburg, a corporation under the name of the Union Cereal Co., Limited, for the purposes and objects of manufacturing, selling and dealing in oats and other grains and manufactured products thereof; acquiring by purchase, lease or otherwise the business or property of any person or company carrying on any similar business; to acquire and hold shares in such company or to act as selling, export and general agents; and to acquire, purchase and otherwise provide trade-marks, trade names, labels, etc. in connection with such business. The share capital of the company is to be \$100,000 divided into 1,000 shares of \$100 each. The head office of the company is to be at the City of Toronto, and the provisional directors W. A. Strowger, J. B. Hallworth, Henry Green, Eva P. Roden and Wm. A. Dowler.

INCREASING CAPITAL.

The Union Petroleum Company of Canada, Limited, has been granted power under the Great Seal of the Province of Ontario to increase its capital stock from the sum of \$25,000 to the sum of \$125,000 by the issue of 1,000 shares of new stock of \$100 each.

HAMILTON RETAIL GROCERS.

AT the regular monthly meeting of the Hamilton Retail Grocers' Association held last week the following officers were elected for the ensuing year:

- President—James Main.
- First Vice-President—William Smye.
- Second Vice-President—John Forth.
- Executive Committee—Adam Ballentyne, Jos. Kirkpatrick, Geo. Cann, Henry Taylor, A. G. Bain.
- Treasurer—Chas. Bremner.
- Secretary—R. M. Hill.

There was a large turn out of members and a considerable volume of business transacted. Mr. Main, the newly-elected president, being at home ill, ex-President Kirkpatrick presided. A committee was appointed to prepare a report with the view of holding an evening's entertainment toward the end of February. Mr. Joseph Kirkpatrick gave notice that from the handsome balance in the treasurer's hands he would move for a substantial donation to the Gravenhurst Sanitarium for Consumptives.

IN Cold Weather _____
VAN HOUTEN'S COCOA
is an Ideal Beverage.

CHEAP— Because a little goes a long way.

HANDY— Because it is only necessary to add boiling water.

Grocers who wish to have their customers keep well and able to come out to do their shopping during the inclement season will do well to recommend VAN HOUTEN'S COCOA. Order from any wholesale house in the Dominion.

FREE SAMPLES for distribution from

Dominion Agents { WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

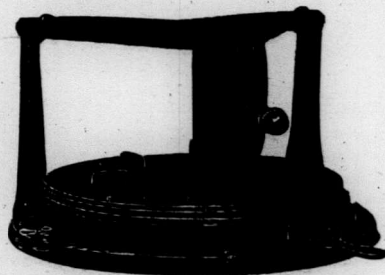
USE **LEA & PERRINS' SAUCE**

"The Finest Relish in the World."

SELL **LEA & PERRINS' SAUCE**

"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH · SAVES FROM WASTE

EASY TO OPERATE PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

"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.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Standard Stock Ex. Bldg.,
Main 5219. Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and
Agents.

Established 1885.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND
COMMISSION MERCHANT,

25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

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

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

"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.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers
and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,**
with headquarters at Kobe.

Manufacturers and shippers requiring representation in
the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, WINNIPEG,

Wholesale Commission Merchant and Broker'

LONDON, ENG.

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.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38% per cent.
profit. Always full strength. Put up in quart
and pint sizes—also Dry Powdered Ammo., the
strong kind.

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.



**Fall and Winter Trade—
What are you doing
about it?**

—just letting it take care of
itself, or are you getting busy
and telling grocers where to
find what they want, and
showing them that they want
what you have?

Others are doing this in
all sorts of ways—principally
through advertising in **THE
CANADIAN GROCER.** This is
certainly the best and quick-
est—also the surest—way to
reach all of the grocers and
general storekeepers through-
out the Dominion.

Here you have a large
audience made up entirely of
all the grocers worth while
in Canada, who are constant-
ly on the lookout for oppor-
tunities to buy to better ad-
vantage. They look through
THE GROCER every week for
the opportunities, and **GRO-
CER** advertisers benefit.

Our Department of Ad-
vertising Service helps adver-
tisers in **THE GROCER** to get
the greatest possible results
out of their expenditure by
rendering expert assistance
in the preparation of effective
advertising copy. This ser-
vice is rendered free of charge
to those who desire it.

Communicate with us
about rates, etc.

The Canadian Grocer,

232 McGill St.,
MONTREAL.

10 Front St. East.
TORONTO.



Attractive Packing

Does not fully illustrate
what . . .

Goodwillie's Glass Fruits Really are

You want to get inside the package
and taste the goods for yourself.
Then you can sell them with EVERY
CONFIDENCE. If you have not
stocked them order a five-case lot
from your JOBBER. Only 1 doz.
jars in a case.

SELLING AGENTS:
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

MARMALADES

For { **BREAKFAST,**
LUNCH, or
SUPPER

NO MATTER WHAT
THE OCCASION BE

ARE ALWAYS SUITABLE.

TRY A SAMPLE CASE OF 4 DOZ.

KINDS :-

ORANGE
LIME FRUIT
PINEAPPLE
LEMONA

Agents :
ROSE & LAFLAMME,
MONTREAL.

Messrs. Grimble & Co. LIMITED

Specially request the
trade to consider
quality when placing
their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No.
16, and Nos. 18 and 24 malt,
concentrated and distilled.

All inquiries addressed to their
Canadian agent, Mr. I. S. Wother-
spoon, 204 Board of Trade Building,
Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Some "talk" is all "sauce."

Brand's AI Sauce

is talk,
it talks up trade
with your customers,
it talks money into
your pocket.

CANADIAN REPRESENTATIVE

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON. ENG.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

The Soldiers' Smoke.

TOBACCO played a prominent part in the heroic struggle at Rorke's Drift. Not for the first time, the British soldiers then smoked as they fought, and fought as they smoked, pausing now and again to light up their pipes with pieces of burning wood from the hospital, which the ferocious enemy had succeeded in setting on fire. Our "only General," as Lord Wolseley was wont to be called, is said to have celebrated the British victory at Tel-el-Kebir by indulging in as many as nine cigars, one after the other. The great Napoleon conquered nations, but he could not conquer tobacco, which was powerful enough to place him hors de combat when whole legions could not. Indeed, smoking made him positively ill, but, if he could not find solace in a pipe, he consumed large quantities of the weed in the shape of snuff. Nor must a still more interesting, if no more illustrious, example be overlooked. It is recorded in the pages of history that the beautiful and courageous Queen Marie of Naples performed prodigies of valor under the inspiring influence of tobacco. In the siege of Gaeta, the final stronghold of the ill-starred House of Bourbon in Italy, she personally headed more than one fierce and desperate onslaught upon the enemy with a cigar between her lips.

Mrs. Russel Sage on Tobacco.

Mrs. Russell Sage doesn't like tobacco smoke, and she doesn't hesitate to let people know that she doesn't like it. At the same time she blames her own sex for the prevalence of smoking in public places. In a recent interview she said:

"Women are willing to drive and walk with men while they smoke; they even permit men to smoke while dining with them at public restaurants, and at length men feel dreadfully abused if they are required to desist from smoking for an hour or so. A man can drink without interfering with the comfort of others, but the smoker makes his presence felt all over the room."

Mrs. Sage thinks men were once more "courteous and considerate" than to do such a thing, and she thinks such a time will come again, and that the American woman will bring it about. "As soon as she insists upon courtesy men will be courteous," she adds.

Smoking Under Water.

Says an expert swimmer: "It looks very strange to see a man go under water with a lighted cigar in his mouth, smoke calmly at the bottom, and come to the surface with the cigar burning as nicely as if he were smoking in his easy chair. Apparently he defies all natural laws, but of course he doesn't."

"It is a simple trick, but it requires practice. Just as I throw myself backward to go down, I flip the cigar end for end with my tongue and upper lip, and get the lighted end in my mouth, closing my lips water tight around it. A little slippery elm juice gargled before going in prevents any accidental burning of the mouth. Going slowly down backwards, I lie at full length on the bottom of the tank, and blow smoke through the cut end of the cigar. Just

as I reach the surface again, another flip reverses the cigar, and there I am smoking calmly. The reversing is done so quickly that nobody notices it."

Succumbed to Tobacco at 90.

A man who lived at Orange, N.J., and who died at the age of 90 years, is said to have killed himself by the excessive use of tobacco. His habit was to chew—not chewing tobacco, but the points of cigars. His claim was that there was

Old Chum

**CUT PLUG
SMOKING
TOBACCO**

satisfies the most exacting
customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

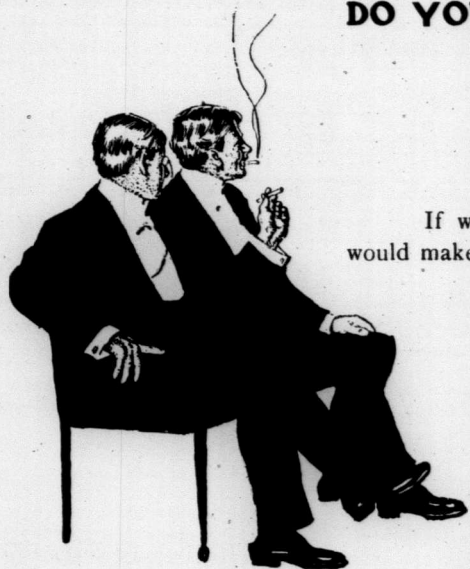
Quick Seller.

Handled by all Leading Wholesale Houses.

Talking of 5-centers

DO YOU KNOW OUR

“PEBBLE”?



If we knew how to make a better Cigar to sell at **5 cents** we would make it. “Pebble” has gripped the 5-cent Cigar trade of hundreds of tobacconists and grocers throughout Canada. There must be a reason. Perhaps it is because we make it. We rather think it is.

Sell “Pebble” and make others happy — make them your customers, too.

J. BRUCE PAYNE, LIMITED. Mfrs.
GRANBY, QUE.



TO ARREST YOU!

We are after your Tobacco business. Sell what your men customers—your smokers—like, and you'll sell **T. & B. 10c.** size pleases most.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, CANADA.

DO IT.

Send us a request for early advice of the Pipe Bargains we shall have ready to offer in a few days—when the clean-up after stock-taking follows. The best things—if there are any best—go to the first applicants.

W. B. Reid & Co.

Wholesale Tobacconists
58 YONGE ST., TORONTO

All sensible chewers chew

QUEEN'S NAVY

IT IS THE BEST.

TRY IT.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

MAKES FRIENDS FAST,
AND FAST FRIENDS.

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

John Bull Satisfaction

possesses the souls of the grocers who have learned the worthiness of

McAlpin's Tobaccos.

These Tobaccos have a way of increasing the consumption of Tobacco,—to no one's hurt. Moreover, there's the question of the profit to be considered.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.



McAlpin Consumers Tobacco Co., Limited
TORONTO.

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not in the entire market a brand of tobacco that suited him as well as the one end of the cigar, and he said that in discarding the rest of it he took only the choicest part.

The Home of the "Ronto."

T. J. HORROCKS, wholesale tobaccoconist, Toronto, confesses that he too has fallen victim to the "growing" epidemic which has affected so many Canadian mercantile houses of late.

He started business three years ago in an office six by eight at 6 Wellington street east, with patronage and trade a minus quantity. Things began to come his way, however, from the start, and the history of his business has been one of steady but rapid growth. For the past year he has felt that the present premises were altogether too cramped for the increasing demands of business, and is now moving to more commodious quarters at 176 King street east, which are being fitted up as an up-to-date cigar factory.

The new building is three stories high, is well lighted, and will have all the latest improvements. The lower floor will be used as business offices, shipping and stock rooms; the second will be given over to cigar and raw-leaf bonds, casing and work rooms; and the top floor to work-rooms, packing and stripping rooms.

Mr. Horrocks has at the present time an office staff of ten, and five travellers, three for the road and two for local work. In the new factory he will employ at least 25 hands who will work under the direction of Foreman Lucking, an expert in cigar making.

The specialties featured are "Ronto" and "Statesman" cigars, and it is to the popularity of these brands and the increased demand for them that Mr. Horrocks attributes his success in no small measure. Several other brands of cigars are also to be manufactured in the new factory. Mr. Horrocks is wholesale distributor for the McAlpine Consumers' Tobacco Co., and the Erie Tobacco Co., and is the only Toronto wholesaler who handles Tuckett's cigarettes. Mr. Horrocks predicts big things for Canadian tobaccoconists in the near future.

A Pipe Collection.

An officer in the firm of the big Harris paint works in Philadelphia, has a roll top desk which is literally loaded with pipes. Not a paper, not even an

TOBACCOS AND CIGARS

envelope is in the desk. Pigeonholes and drawers are full of splendid pipes, every one of them "broken in," each in the pink of condition, and each beautiful enough for a present. He goes through rounds of the pipes, never smoking the same one twice on the same day.

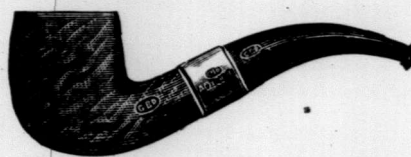
Tobacco's Apologists.

THE charm of tobacco is an inexplicable thing, says a writer in the Cigar and Tobacco Journal. It lies in the soothing effect, according to M. Fay; it is a seductive anesthesia that has become necessary, says M. Richet; it is, when used within reason, a harmless mental stimulant, Mr. Rochard declares. Yet Count Tolstoi speaks of "the deliverance of humanity from this terrible evil" as "an epoch in the life of the race which will arrive in the near future." Tolstoi's thesis is that men use tobacco simply in order to drown the warning voice of conscience. The more man stupefies himself with narcotics, the more stolid, quiescent and stagnant he becomes intellectually and morally—according to the gospel of Tolstoi.

In spite of it all, it must be remembered that crowned heads of past ages have thundered in vain, like King James, a "counterblast" against the weed. Pope Urban VIII. launched a bull against it; the Czar of Russia, in 1634, forbade his subjects to smoke, under pain of forfeiting their noses; in the same year the Sultan Amarith raised smoking to the dignity of a capital crime; and a few years later a revised edition of the Decalogue, published at Berne, sandwiched between the seventh and eighth commandments a new one: "Thou shalt not smoke."

What has been the result? All the diatribes ever written against My Lady Nicotine have ended in smoke. They always will. Let us grant that tobacco may have a mischievous influence on the health and even cause serious diseases, like angina pectoris, or injuries to the tongue and lips. Yet it is a mental sedative or stimulant; one of the dearest of friends, faithful unto death, if one does not abuse it. M. Jules Rochard, member of the French Academy of Medicine, having abused tobacco for about 50 years, was compelled to abjure it. Did he then, like Tolstoi, proceed to curse his old friend? Not he. "Tobacco," he said, "has never led the reason astray, destroyed the will or perverted the sensibility of anyone. The

The Canadian Grocer



We are now offering at special prices the finest assortment of pipes in Canada. Write us for copy of SILENT DRUMMER.

W. H. STEELE CO.,
LIMITED
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.



This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

most hardened smoker enjoys at all times the most perfect clearness of mind. A person can break up the habit of using tobacco, while alcoholism and morphine mania are almost incurable." Every word of which is absolutely true.

Enjoyment of The Weed a Universal Weakness

Smoking is universal in Polynesia, China, Japan and Siam. In Burma the mother takes the cheroot from her mouth and puts it into the lips of her nursing babe, while the child purses its tiny lips and puffs away with every indication of pleasure. Kaffirs habitually smoke cigars with the lighted ends in their mouths and their tongues adroitly tucked out of harm's way. Even Stanley's pigmies of Central Africa are inveterate smokers. The sun never sets on the smoking world; before the white man of the Occident puts down his pipe at night, the yellow man of the Orient has lit his matutinal cheroot.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

NOTE—Hereinafter discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Price-Quoting and Price-Cutting.

FOLLOWING upon last week's topic is the subject of price-quoting. To many price-quoting is associated with price-cutting, and since the latter is something to be shunned, so is the provoking cause. I suppose every grocer in any good-sized town has gone through the experience of a price warfare, and the recollection is not a pleasant one. The profits in groceries do not permit of price-cutting, and in this fact lies the assurance of peace. The strife may be prolonged, but soon or late it comes to an end. The best way to bring a cut-price contest to an end is to let one grocer do the cutting. It is true he may for the time being find his trade increased, but what with the loss in profits and the hopelessness of attracting the best customers of competitors, together with the practical inability to continue selling at cut prices always, he is glad to abandon his folly and to resume business on quieter and more profitable lines. It is necessary oftentimes to meet the cut price. In this way, the advantage the cutter hoped to gain is taken away, and customers he sought to attract have no occasion to leave their regular trading place. A grocer may intimate through an advertisement that his customers are protected during the period of hurtful price-cutting, but I certainly do not advise advertising challenge prices. If granulated sugar be the guage of battle, I would advise meeting the cut price quietly and without demur. It represents loss, but a loss that may be the least one to face. If possible, don't sell the same goods as are being sold by the cut-price grocer, and so avoid awkward comparison. Of course it is impossible to pursue this course throughout every line of the grocery stock, but in many cases it can be done. A price warfare is an ugly thing, and one I believe the general public disapproves of, and is glad to see terminated.

But price-cutting does not necessarily

nor generally follow upon price-quoting. And furthermore, a grocer does not have to quote cut prices in order to make his advertisements attractive. I know that there is a temptation oftentimes when preparing an advertisement to pick out some line that everybody is familiar with and to give a special price, perhaps for a certain day, perhaps an offer without a time limit. The grocer who yields to this temptation mistakes the idea of advertising and is bound to make trouble for himself and others. If Mrs. Dooley's laundry soap, for example, is selling at 5c. straight, there is absolutely no occasion for any grocer to cut the price to 6 bars for 25c., simply to make an interesting advertisement. I dwell on this point, for too often the temptation to do some such rash thing presents itself to grocers, and too often such a cut has precipitated a local price war, neither intended nor desired by the man who brightened (?) his advertisement by a "special."

The grocer has many things, however, that he can reduce the price on from time to time without danger to his own or others' trade. Bulk teas are an example. He may be selling a bulk tea for 40c. and reduce it to 30c. or 25c. without disturbance to the general trade of the community. He may have a special brand of baking powder confined to himself. With it he can do what he likes in the matter of price. Confectionery, brooms, lamp glasses, vinegars, flavoring extracts, little known brands of canned goods, dried fruits, shoe blacking, bulk starch are other lines which can be advertised at less than regular prices without fear. Very often it is good business policy to make "specials" of some line of goods to enliven a dull month or to maintain a reputation for always having "bargains" among the class of trade that demands something of the sort.

To think that only cut prices are interesting to the reader is to have a wrong understanding of things. There are many people who are interested in grocery news, in knowing what new things the grocer is offering. The problem of providing meals for the household can be solved better with the grocer's assistance, by means of his advertisements, than without. Let the grocer get this point of view and he will certainly do better advertising—better because more intelligent, more suggestive, more productive of sales. Most grocers can talk persuasively to the customer who sits facing them. Acquire the habit of addressing customers through the published advertisements in the same language that you use in the store behind the counter, and first-class advertising is sure to result. The grocer may fearlessly give prices if his advertisements are of this sort, with advantage to himself and with satisfaction to the public whom he addresses. In this style of advertising, prices are subordinated to the goods advertised, and there is no call for cutting.

To advertise lines that one's opposition has, at prices that prevail generally, is not in the majority of instances worth while. It is better from every point of view to emphasize the individuality rather than the similarity of one's stock. To advertise what others can and do supply just as satisfactorily is wasteful. Every store has a character. Its exceptional character, the measure of its difference between other stores of the same class is the thing to insist upon. Every alert, pushing merchant can give a half dozen reasons for his belief that the public should trade at his store, rather than elsewhere. Let him tell and demonstrate these reasons in advertising. What he believes, he can make others believe. The establishment of this belief in the community is aided and strengthened through advertising.

THE METROPOLITAN BANK

CAPITAL PAID UP - \$1,000,000.00
RESERVE FUND - \$1,000,000.00

DIRECTORS :

REV. R. H. WARDEN, D.D., - President.
 S. J. MOORE, ESQ., - Vice-President.
 Chester D. Massey, Esq., - of Massey-Harris Co.
 D. E. Thomson, Esq., K.C., - of Thomson, Lilley & Johnston.
 His Honor W. Mortimer Clark, K.C., Lt.-Gov. Province of Ontario.

HEAD OFFICE, - TORONTO, ONT.

W. D. ROSS, General Manager.

SAVINGS BANK DEPARTMENT open at all Branches, and interest allowed at best current rates on deposits and added twice a year.

Statement of the Affairs of the Bank as at December 31st, 1903.

LIABILITIES		ASSETS	
Capital Stock paid up	\$1,000,000.00	Specie and Dominion notes ..	\$171,341.36
Reserve Fund	\$1,000,000.00	Deposit with Dominion Government for security of note circulation	6,036.66
Rebate on Bills Discounted	6,851.62	Notes and cheques of other banks	100,517.38
Balance of Profit and Loss account carried forward	18,232.31	Balances due from other banks in Canada	297,610.20
	1,025,083.93	Balances due from agents in United Kingdom	20,731.28
Notes of the Bank in circulation	\$526,687.50	Balances due from agents in foreign countries	44,018.94
Deposits not bearing interest	205,103.31	Railway and other bonds, debentures and securities ..	316,226.66
Deposits bearing interest (including interest accrued to date)	735,021.84	Call loans secured by bonds, debentures and stocks ..	647,833.74
Deposits by other Banks in Canada	5,016.67		\$1,604,316.22
	1,471,829.32	Current loans and discounts ..	\$1,656,977.77
		Notes and bills overdue	1,139.05
		Bank premises, safes and office furniture	233,032.72
		Stationery, etc.	1,447.49
			1,892,597.03
			\$3,496,913.25
	<u>\$3,496,913.25</u>		<u>\$3,496,913.25</u>



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

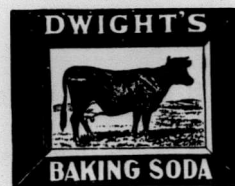
FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.



It would puzzle anyone to figure out a permanent profit selling cheap goods that give poor satisfaction. People are never slow at



finding such things out, and you're bound to lose more or less business. A reputation for quality will do more than anything else to keep you in evidence.

The demand for **Cow-brand Soda** is bigger to-day than ever before. You can afford to give it a good showing, and guarantee it as the very best.

John Dwight & Co., TORONTO

Current Market Quotations for Proprietary Articles

January 21, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend -	
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

	Per doz.
Diamond	
1-lb. tins, 2 doz. in case.....	\$2 00
" 1-lb. tins, 3 ".....	1 25
" 1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1 doz.	10c.	\$0 85
2 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
4 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
3 doz.	12-oz.	4 45
1 doz.	16-oz.	4 35
3 doz.	16-oz.	10 40
1 doz.	24lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
2 " "	6-oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

JERSEY CREAM BAKING POWDER.

2c, 5 doz. in case.....	\$0 49
" 4 " ".....	0 75
" 3 " ".....	1 25
" 2 " ".....	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/4 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case....	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal Dime.....	\$ 1 00
" 1/2 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's Dime.....	\$ 1 00
" 1/2 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.....	\$2 25
1-lb. tins, 4 doz. in box.....	1 25
1-lb. tins, 4 doz. in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz.	\$2 25
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Blacking.

	Per gross
Jonas'.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 02
according to size.....	0 02



Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



Per gross
6a size.....\$2 40
2a size.....2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

Brooms.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " " B, 4 ".....	4 40
" " " " C, 3 strings.....	4 10
" " " " D, 3 ".....	3 85
" " " " F, 3 ".....	3 55
" " " " G, 3 ".....	3 20
" " " " I, 3 ".....	2 85

Canned Goods.

	Per gross
Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	18 50
" " Lenoir.....	19 50
extra Lenoir.....	22 00

J. M. DOUGLAS & CO. Laundry Blues.

"Blueol" 10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire" 14-lb. boxes, 1/2-lb. pkgs. per lb.	12c
"Union" 14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10c

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
1/4 Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00
French Sardines—	
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alpines.....	2

FRED. MAGEE

	Per doz.
Smelts in spices, in 1/2-lb round tins.....	0 90
" " mustard, in 1/2-lb oval ".....	0 95
" " Tomato, in 1/2-lb. ".....	0 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" " 1/2-lb. tins.....	3 50
" " 1/2-lb. tins.....	2 00
" " fancy tins.....	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	

Chocolate—	
Queen's Dessert, 1/2's and 1/4's.....	per lb. \$0 40
" " 6's.....	0 42
Mexican Vanilla, 1/2's and 1/4's.....	0 35
Royal Navy Rock, ".....	0 30
Diamond, ".....	0 25
" " 8's.....	0 28

FRY'S.

Chocolate—	
Caracass, 1/2's, 6-lb. boxes.....	per lb. \$0 42
Vanilla, 1/2's.....	0 29
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 42
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

---the Best Table

SYRUP

in Canada
is

“Crown”

brand



put up only by us and by the
only Experienced Syrup Maker in Canada.

“Crown” brand Syrup is the very life
of Corn, is
healthy, pure, and
always clear and
clean.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brls., 1/2 Brls.,
5 “ “ “ 1 “ **Kegs and Pails.**
10 “ “ “ 1/2 “
20 “ “ “ 1/4 “

Freight paid on 5 cases and over to all railway
stations East of North Bay.

Look for the “Crown” on every pkg.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Cocoa—	Per doz.
Concentrated, 1/2 s, 1 doz. in box	2 40
“ “ “ “ “ “ “ “	4 50
“ “ “ “ “ “ “ “	8 25
Homeopathic, 1/2 s, 14-lb. boxes	0 28
“ “ “ “ “ “ “ “	0 30
“ “ “ “ “ “ “ “	0 28
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.

Borden's Condensed Milk Co.
Eagle brand \$1 65
Gold Seal brand 1 30
Peerless brand evaporated cream 1 02



“Reindeer” Brand
Case (4 doz) \$5.60

Coffee.

“Bee” brand, 1 lb. tins, cases, 30 tins 9 00
“ “ “ “ “ “ “ “ 2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal.

“Old Crow” Java	\$0 22 1/2
“ “ “ Mocha	0 22 1/2
“Condor” Java	0 27 1/2
“ “ “ Mocha	0 27 1/2
15-year-old Mandehling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20

Madam Huot's coffee, 1-lb. tins 0 31
“ “ “ “ “ “ “ “ 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 11

WILLISON'S TURKEY COFFEE.

1-lb. tins, 48-lb. cases	Per lb. 30
S. H. & A. S. EWING'S.	
Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	Per lb. 32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	29

Cheese.

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

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un-hered.	Covers and num bered.	Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.	
100 to 500 books	3 1/2c.	4c.	
100 to 1,000 books	3c.	3 1/2c.	

Allison's Coupon Pass Book.

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

Cane's Clothes Pins.

Clothes pins (full count), 5 gross in case, per case	\$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

UNITED FACTORIES, LIMITED.

Cleaner.



4-oz. cans	8 00
6-oz. “	1 35
10-oz. “	1 85
Quart	3 75
Gallon	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.

2-oz. London extracts	\$6 00
2-oz. “ (no corkscrews)	5 50
2-oz. “ “	9 00
2-oz. Spruce essence	6 00
2-oz. “ “	9 00
2-oz. Anchor extracts	12 00
4-oz. “ “	21 00
1-lb. “ “	36 00
1-oz. flat “ “	70 00
2-oz. flat bottle extracts	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle “ “	21 00
4-oz. “ “ (corked)	36 00
8-oz. “ “ “ “	72 00

Food.

Robinson's patent barley 1-lb. tins	\$1 25
“ “ “ “ 1-lb. tins	2 25
“ “ “ “ 1-lb. tins	1 25
“ “ “ “ 1-lb. tins	2 25

Ge'atine.

Knox's No. 1 sparkling	Per gross \$15 00
“ “ “ “ 6 doz., at 8 1 30	Per doz. 8 1 30
“ No. 3 acidulated, at 8 1 50	8 1 50

Jams and Jellies.

Frank Magor & Co., Agents.	Per doz.
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry “ “	2 00
Apricot “ “	1 75
Black currant “ “	1 55
Other jams	\$1 55 1 80
Red currant jelly	2 75



THE CANADIAN GROCER

T. UPTON & CO.

Pure Fruit Jams—
 1-lb. glass jars, 2 doz. in case, per doz. \$0 95
 2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2
 5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb. 0 06
 7, 14 and 30-lb. wood pails, per lb. 0 06
 Pure Fruit Jellies
 1-lb. glass jars, 2 doz. in case, per doz. 0 95
 7, 14 and 30-lb. wood pails, per lb. 0 06
 Home Made Jams
 1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz. 1 50
 5 and 7-lb. tin pails, per lb. 0 09
 7, 14 and 30-lb. wood pails, per lb. 0 09

Licorice

NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper, per lb. \$0 40
 Fancy boxes (36 or 50 sticks), per box 1 25
 "Ringed" 5-lb. boxes, per lb. 0 40
 "Acme" pellets, 5-lb. cans, per can 2 00
 (fancy boxes 40) per box 1 50
 Tar licorice and Tolu wafers, 5-lb. cans, per can 2 00
 Licorice lozenges, 5-lb. glass jars, per jar 1 75
 20 5-lb. cans, per can 1 50
 "Purity" licorice 10 sticks, per box 1 45
 100 sticks, per box 0 73
 Dulce large cent sticks, 100 in box, per box 1 45

Lye (Concentrated).
GILLET'S PERFUMED.

Per case
 1 case of 4 doz. \$3 40
 3 cases " 3 50
 5 cases or more " 3 40

Mince Meat.
 Wethey's condensed, per gross net. \$12 00
 per case of doz. net. 3 00

Mustard.

COLMAN'S OR KEEN'S.
 D.S.F., 1/2-lb. tins, per doz. \$1 40
 " 1-lb. tins, per doz. 2 50
 Durham 4-lb. jar, per jar. 0 75
 " 1-lb. jar, per jar. 0 25
 F.D., 1/2-lb. tins, per doz. 0 85
 " 1-lb. tins, per doz. 1 45

HENRI JONAS & CO.

Per gross.
 Pony size \$7 50
 Imperial, medium 9 00
 Imperial, large 12 00
 Tumblers 12 00
 Mugs 13 20
 Pint jars 18 00
 Quart jars 4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
 1-lb. tins, per lb. \$0
 1/2-lb. tins, per lb. 0 35
 1-lb. tins, per lb. 0 32 1/2
 4-lb. jars, per jar 1 20
 1-lb. jars, per jar 0 35
 Old Crow, 12-lb. boxes—
 1-lb. tins, per lb. 0 25
 1/2-lb. tins, per lb. 0 23
 1-lb. tins, per lb. 0 22 1/2
 4-lb. jars, per jar 0 70
 1-lb. jars, per jar 0 25

Olive Oil.

Per case
 Barton & Guestier's quarts, \$5 00
 pints, \$6 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.
 "Anchor" brand, 1-lb. glass, \$1 50
 quart gem jars, 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz. \$0 95
 Home-made, in 1-lb. glass jars 1 50
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
 10-oz. glass jars, 2 doz. case, per doz. \$1 00
 16-oz. glass jars, 2 doz. case, " 1 50
 Quart gems, 1 doz. case, " 3 35
 In 5-lb. tins, per lb. 09

Pickles.

STEPHENS.
 A. P. Tippet & Co., Agents.
 Cement stoppers (pints), per doz. \$2 30
 Corked " 1 90

Sauces.

BRAND & CO.
 Worcester, \$1 85
 Tomato catsup, 2 60
 Mayfair relish, 2 60
 Indian chutney, 1 75
 Mango, 2 25
 A I, 1 70 2 60 3 15

Soda.

COW BRAND.

DWIGHT'S BAKING SODA
 Case of 1-lb. containing 60 pkgs., per box, \$3 00.
 Case of 1/2-lb. containing 120 pkgs., per box, \$3 00.
 Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
 Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.



"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.), per case, \$2 70.
 Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.

Per case.
 No. 1, cases, 60 1-lb. packages, \$2 75
 No. 2, " 120 1/2-lb. " 2 75
 No. 3, " 60 1/2-lb. " 2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.) Per case
 " 10-oz., cases, 96 pkgs.)
 " 16 oz., cases, 60 pkgs.) \$2 75

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross \$10 20
 " black, " 15 30
 Oriole soap, " 10 20
 Gloriola soap, " 12 00
 Straw hat polish, " 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
 No. 1 White or blue, 4-lb. cartor. \$0 06
 No. 1 " 3-lb. " 0 06
 Canada laundry, " 0 05
 Silver gloss, 6-lb. draw-ld boxes, 0 07 1/2
 Silver gloss, 6-lb. tin canisters, " 0 07 1/2
 Edward's silver gloss, 1-lb. pkg. 0 07 1/2
 Kegs silver gloss, large crystal, " 0 06 1/2
 Benson's satin, 1-lb. cartons, " 0 07 1/2
 No. 1 white, bbls. and kegs, " 0 05 1/2
 Benson's enamel, per box 1 25 to 2 50

BRANTFORD STARCH WORKS, LIMITED.
 Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 40-lb. \$0 05
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 05
 Finest Quality White Laundry—
 3-lb. canisters, cases of 48 lb. 0 06 1/2
 Barrels, 200 lb. 0 05 1/2
 Kegs, 100 lb. 0 05 1/2
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07 1/2
 6-lb. toy trunks, 8 in case, " 0 07 1/2
 6-lb. enameled tin canisters, 8 in case, " 0 07 1/2
 Kegs, ex. crystals, 100 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.
 Ontario and Quebec.

Culinary Starches—
 St. Lawrence corn starch, 40 lb. 0 06 1/2
 Durham corn starch, 40 lb. 0 05 1/2

OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.



Stove Polish.

RISING SUN STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

Per gross.
 Rising Sun, 6 oz. cakes, 1/2-gross boxes \$8 50
 Rising Sun, 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1/2-gross boxes, 10 00
 Sun Paste, 5c. size, 1/2-gross boxes, 5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.
 Enamelled tins, 2 doz. in case \$2 40
 Plain tins, with label—
 2 lb. tins, 2 doz. in case, 1 90
 5 " " " " 2 35
 10 " " " " 2 25
 20 " " " " 2 10
 (10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

Wholesale. Retail.
 Brown Label, 1-s, \$0 20 \$0 25
 " 1/2-s, " 0 21 0 26
 Green Label, 1-s and 1/2-s, " 0 22 0 30
 Blue Label, 1-s, 1/2-s, 1-s and 1/2-s, " 0 30 0 40
 Red Label, 1-s and 1/2-s, " 0 36 0 50
 Gold Label, 1/2-s, " 0 44 0 60



KOLONA PURE CEYLON TEA.

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



Cases, each 60 1-lb. \$0 35
 " 60 1/2-lb. " 0 35
 " 30 1-lb. " 0 35
 " 120 1-lb. " 0 36



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

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

"CROWN" BRAND.

Wholesale. Retail.
 Red Label, 1-lb. and 1/2-s, \$0 35 \$0 50
 Blue Label, 1-lb. and 1/2-s, " 0 28 0 40
 Green Label, 1-lb. " 0 19 0 25
 Green Label, 1/2-s " 0 20 0 25
 Japan, 1-s " 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
 "Condor" 1 40-lb. boxes, \$0 42
 " " 11 40-lb. boxes, " 0 40
 " " 111 80-lb. " " 0 37
 EMD AAA Japan, 40 lb " at " 0 35
 " AA " 40 " " 0 32 1/2
 Blue Jay, basket fired Japan, 70 lbs., " 0 30

"Condor" IV 80-lb. " 0 43
 " V 80-lb. " 0 30
 " XXXX 80-lb. boxes, " 0 25
 " XXXX 30-lb. " 0 26
 " XXX 80-lb. " 0 22 1/2
 " XXX 30-lb. " 0 23 1/2
 " XX 80-lb. " 0 20
 " XX 30-lb. " 0 21
 " LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 30

Black Teas—"Nectar" in lead packets

Green Label, "retails 0 26 at 0 20
 Chocolate Label, " 0 35 at 0 25
 Blue Label, " " 0 50 at 0 36
 Maroon Label, " " 0 60 at 0 45
 Fancy tins—Chocolate, 1-lb 0 32
 " —Blue, 1-lb. " 0 42
 " —Maroon, 1-lb. " 0 50
 " —Maroon, 1-lb. " 1 56

"Condor" Ceylon black tea in lead packets

Green Label, 1-s, 1/2-s and 1-s, 60-lb. cases, "retail 0 25 at 0 20
 Grey Label, 1-s, 1/2-s and 1-s, 60-lb. cases, "retail 0 30 at 0 23
 Yellow Label, 1-s and 1-s, 60-lb. cases, "retail 0 35 at 0 28
 Blue Label, 1-s, 1/2-s and 1-s, 50-lb. cases, "retail 0 40 at 0 30
 Red Label, 1-s, 1/2-s and 1-s, 50-lb. cases, "retail 0 50 at 0 34
 White Label, 1-s, 1/2-s and 1-s, 50-lb. cases, "retail 0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.
 No. 1, per lb. 0 35
 No. 2, " 0 30
 No. 3, " 0 25
 No. 4, " 0 20
 No. 5, " 0 17 1/2

LIPTON'S TEA (in packages).

1 lbs & Scld Color of 1 lbs, 1/2 lbs, for Label, per per per lb. lb. lb.
 Ceylon-India, Ex. chst A Yellow 45 47 70
 " " B Red 40 42 60
 " No. 1 C Pink 35 37 50
 " 2 C Orange 28 40
 " 3 C L Blue 22 30
 " 4 C L Green 20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4s, 5s, and 10s... \$0 39
 " Amber, 8s, and 3s... 0 60
 Chewing—Stag, bars, 10oz... 0 43
 " Bobs, 5/4s, and 11s... 0 44
 " 10oz bars, 6s... 0 44
 " Currency, 12 oz bars, 12s... 0 47
 " 6s, and 12s... 0 47
 " Old Fox, Barrow, 12s... 0 47
 " Snowshoe, 1 1/2oz b'rs, sp'cd 6s... 0 51
 " Pay Roll, 7s and 6s... 0 52
 " Fair Play, 8s and 13s... 0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.
 EMD, pure distilled, highest quality... \$0 30
 Condor, pure distilled... 0 25
 Old Crow... 0 20
 Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals... \$5 45 \$10 95
 casks, 60 " 10 25 22 40
 Bottles, cases, 3 doz... 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
 24 25c. packages... \$4 65
 100 10c. " 7 80
 100 5c. " 3 99
 Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz.
 Washboards, Victor... \$1 35
 " Crown... 1 45
 " Improved Globe... 1 60
 " Standard Globe... 1 70
 " Original Solid Globe... 2 00
 " Superior Sld. Bk. Globe... 2 15
 " Jubilee... 2 10
 " Pony... 0 95
 Diamond King (glass)... 3 10
 Tubs, No. 0... 10 50
 " 1... 8 50
 " 2... 7 50
 " 3... 6 50
 Pails, No. 1, 2 hoops... 1 75
 " " " 1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case... \$1 00
 Gillett's cream yeast, 3 doz... 1 00
 Jersey cream yeast cake, 3 doz. 5c... 1 00
 Victoria " 3 doz. 5c... 1 00
 " " 3 doz. 10c... 1 80

THE CANADIAN GROCER

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.



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.

W.M. ROSS, Manager



COX'S GELATINE ALWAYS
TRUST
WORTHY
Established 1795.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. WARREN & CO., Montreal.
ARTHUR F. TIPPET & CO.,
Toronto, St. John, N.W., and Montreal.

THE PEOPLE OF
JAMAICA

are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Either
write for rates to
I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and
sizes. We have

Patent *strawboard* Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

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

Oakville Basket Co.
Oakville, Ont.

You are Interested
in Something.

*Why not get the best items that
are printed on the subject.*

We read and clip thousands of newspapers
every week — therefore we can equip you
speedily and economically for a debate,
speech, lecture, essay or anything else requiring
up-to-date information and more of it than your
competitors are likely to get.

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1,000 " 40.00

Send for our Booklet which fully explains
the scope of the clipping industry.
We have also lists of firms in every branch
of trade in the Dominion, the professions, club
members, society, etc., and we are prepared to
address and mail circulars or letters to these at
any time.

CANADIAN PRESS CLIPPING BUREAU,

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is Honest Goods and just
the Thing on Which to
Make or Extend a Busi-
ness.



The Best Grocers make
a point of Keeping it
always in Stock.

Radium Assortment

Full-sized 8-in. Berry Nappies to retail for 10c. each.

WRITE FOR PARTICULARS.

Our travellers are just starting, and if you send us a card, will show you some of our "Grocers' Specialties."

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.



"Perfectly clean from our kitchen to your customer's."

Probably the easiest article you could handle and easiest one to sell is

Wethey's Mince Meat

Because it comes in a dainty, handy package, and its goodness is known to so many. The name Wethey stands for the best in Mince Meat. Your best trade demands it. Why not supply it to them all.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS

LEA & PERRINS' SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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