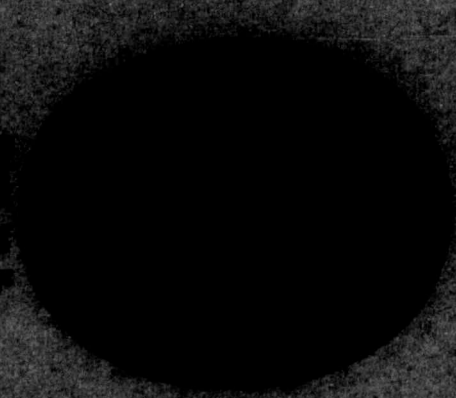


PK

... .. end

Patent Barley

... .. all over Canada
... .. everywhere
... .. without



Looked

... .. of Canada
... .. and
... .. try it
... ..

Brunner Mond & Co.'s
**WASHING
 SODA**

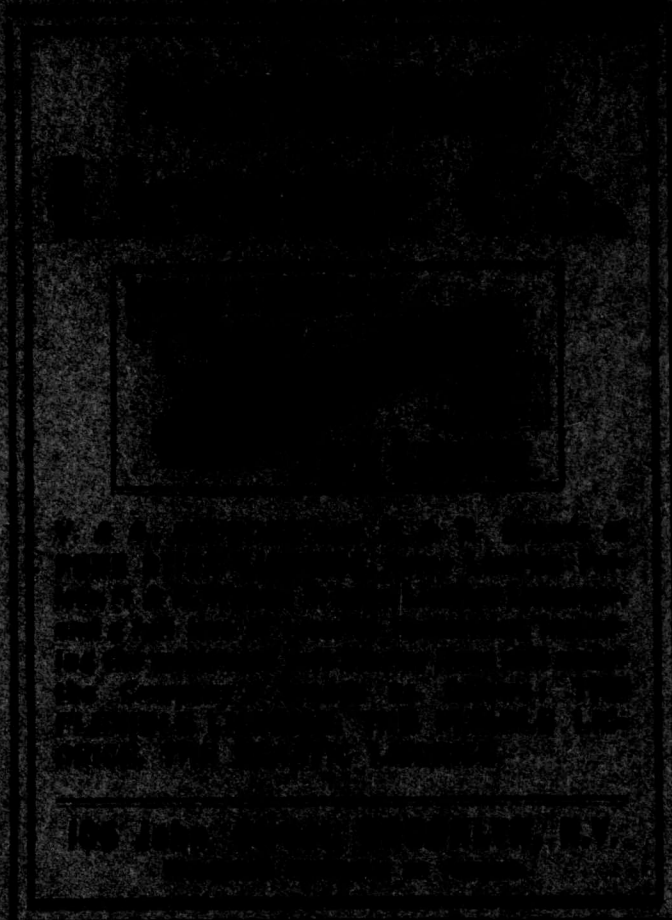
Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

**Winn & Holland
 Montreal**

SOLE AGENTS FOR CANADA.



You are not yet satisfied with the quality of the
MATHIEU'S
 BEST OF QUALITY

The World's

WHOLESALE

are buying **MATHIEU'S** ...
 better testimony can be had ...
 Are you ...
 You are ...

Mathieu's ...
 J. L. ...



When in Doubt Buy These Goods

Fry's Cocoa

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "best and goes farthest."

When in doubt buy "*Fry's*".

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's*".

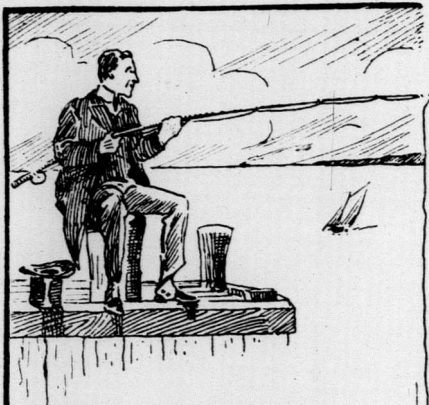
Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest but the "best."

When in doubt buy "*Codou's*".

SOLD BY LEADING WHOLESALERS EVERYWHERE.

MANUFACTURERS' AGENTS AND BROKERS.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew re goin' tew fish,
An' bait an' bait agin';
Bimeby some nibbles 'n bites 'll come,
Then yew 'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

TORONTO.

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

Established 1885

W. H. Millman & Sons
Grocery Brokers

27 Front St. E., Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS EVAPORATED APPLES WIRE US.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

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

CALGARY, ALTA.

Head Office: **NICHOLSON & BAIN, WINNIPEG.**

VANCOUVER

If YOU wish to sell goods in the WEST

WRITE

CHAS. MILNE

THE MERCHANDISE BROKER

VANCOUVER, B.C.

Sell Flower Pots.

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

STRONG DURABLE LIGHT



POROUS AND CHEAP

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

WINNIPEG.

Dingle & Stewart

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

REGINALD LAWSON
MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence So icited **WINNIPEG, MAN.**

EASTERN MANUFACTURERS -AND- SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in **CANADA and the U.S.**
INCREASE YOUR TRADE. WRITE US.

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

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.



ROW'S GUM
in Lumps, 5c. Pkgs.
in 1c. Stick, in 5c. Bars

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

To Manufacturers' Agents

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

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

Address, **BUSINESS MANAGER,**

CANADIAN GROCER,
Montreal and Toronto.

How is Your Coffee Trade?

If you have **CLUB COFFEE**

—Put up in 1-lb and 2-lb Tins. —

on sale your coffee trade must be good

Manufactured only by

WRITE FOR SAMPLE AND PRICES.

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

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate.

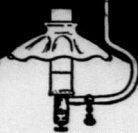
1/4 " 1/2 " " "

25-lb. Pails. 75-lb. Tubs.

1/2-Barrels and Barrels.

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

100
CANDLE
POWER



1/2¢
PER
HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

MINCE MEAT FOR CHRISTMAS COOKING

In preparing for the Christmas trade every grocer should stock up with this brand of mince meat because it is of a high grade and reliable quality. The ingredients used in the making of this mince meat are of the Choicest Kind.

Done up in convenient-sized
fibre and wooden pails

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

Manufacturers of HIGH-GRADE MINCE MEAT

124-128 Richmond St. West, TORONTO.

Two
Lines
That
Lead.

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

JAPAN TEAS

will **always** be sold in Canada. Grocers need not be scared at alarmist ads. of Ceylon Green Tea producers. These gentlemen have already gone back on their "fad." They're not making **imitation** Japans now. The public want the genuine Japan Teas, no bounty-fed imitations. Grocers, don't be misled by such tactics as coupling Japan teas with China Teas. It's a "red herring" across the trail.

Japan Teas are here to stay, they please the consumer because they give better value in every way than any Green Ceylon or India Teas grown, and they do not require "bolstering up."

Take a can at random

—open it up, and taste for yourself. That's the test of tests. It is the test we welcome.

Honestly, friend Grocer, we want you to sell our goods — THE OLD HOMESTEAD BRAND. We have done everything to make

THE OLD HOMESTEAD BRAND

OF

CANNED VEGETABLES AND FRUITS

(Strawberries, Plums, Pears, Peas, Corn, Tomatoes, Beans, etc.) just as good as it is possible to be, and we believe—and we ought to know—that we have succeeded. But what good is it all if you don't know, too?

Give an order to your wholesaler, insist upon OLD HOMESTEAD, and see for yourself. If they aren't all we claim, we've lost our money.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

We leave it to every grocer—

Is it not a fact that Ceylon Teas are steadily growing to be the most favored?

This being so, is it not business prudence to urge their sale?—in package or bulk, as people or the grocer may prefer.

This thing of carrying 2 or 3 stocks is bad. It costs money—locks it up and pays no dividends. We certainly think that the grocer serves himself when he gets his people to use

CEYLON TEAS

which may be had in both **Blacks** and **Greens**.

MAPLE SYRUP

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

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

PACKED IN TINS

6 gallons wine measure,	\$4.50	per case.
12 half-gal. "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.00	"

PACKED IN WOOD

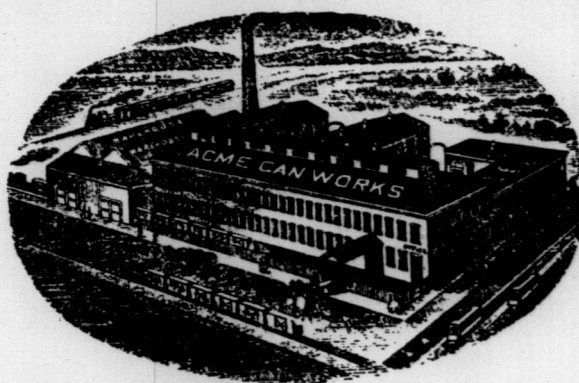
12 gal. kegs,	-	-	5 3/4	cts. per lb.
27 " bbls.,	-	-	5 1/2	" "

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

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

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

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of **KEY-OPENING MEAT CANS, POULTRY CANS.**

Manufacturers for Canada of _____ They are our specialties.

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil,	} Cans	} Pails
Syrup, Lye, Paint,		
Varnish, Condensed Milk,		
Poultry, Fruit, Vegetable		
Lard, Syrup, Butter		

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q.

Dressed Poultry Wanted.

The Canadian Cannery, Limited, are now ready to receive Dressed Poultry at the following factories, viz :

AYLMER CANNING CO.,	-	AYLMER.
KENT CANNING CO.,	-	CHATHAM.
SIMCOE CANNING CO.,	-	SIMCOE.
SIMCOE CANNING CO.,	-	HAMILTON.

Ship to your nearest factory. Write for full directions as to packing and shipping.

Canadian Cannery, Limited

39 James Street South, - Hamilton, Ont.

FISH and OYSTERS
WHOLESALE.

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

**They Cost
Something,
Of Course.**

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



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.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, "**COMMISSIONER,**" CANADIAN GROCER, 88 Fleet Street E.C. London, Eng.

COX'S
**INSTANT
POWDERED
GELATINE**

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.

Mfr's choice grades

Evaporated Apples



WANTED

The name and address of every grocer who does not sell

Chaser Soap

**The Duncan Company
of Montreal**

P. O. Box 292.

REFRIGERATORS



**WE GUARANTEE
THE "EUREKA"**

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, and Testimonials, and see our Guarantee.

Eureka Refrigerator Co. Limited
54 and 56 Noble St., TORONTO - CANADA

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

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

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

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.

COCOANUT

We thank the Grocers who have expressed themselves as thoroughly pleased that our contract re cocoanut is about out, and who say they are waiting to place their orders with us. We have the plant purchased and early in the Spring will be on the market with samples. We are pleased to say that Mr. L. W. Dean, our old manager, will again have charge of our factory. We will continue the old brands; Feather Strips, Standard, Desiccated and Macaroon.

Our opening prices will be about as follows:

Macaroon 5c., Desiccated 6c., Standard 8c., Feather Strips 10c.,
with a discount of 10 per cent. to jobbers and large buyers.

LUMSDEN BROS.,

Manufacturers,

Hamilton, Ont.

500 cases **Chinese Starch**
AND
(Empois Chinois)

9600 lbs **"Ocean" Baking Powder**

to one customer in **Quebec City**
shipped November 15th.

RETURNED

DEC - 2 1904

cut Book 27

Page 3



GROCCERS,

This gives you an idea of the selling qualities of our goods. We make the goods right and they sell right. Write us for particulars.

OCEAN MILLS
Montreal, P.Q.

Manufacturers also of
Ocean Brand
Flavoring Extracts
French Mustards
Jelly Powder
Blanc Mange

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

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

FINEST GROWN IN GREECE.

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

Packed solely for

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

The way we select them
The way we purify them
The way we test them
The way we blend them
The way we roast them
The way we pack them for the Grocer

Make WOOD'S COFFEES in every way superior to any ordinary coffees.
With the great advantages we present, even the ordinary Grocer cannot afford to sell haphazard goods.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St., Montreal

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS,
MONTREAL.

THE ACME

OF FRUITS IN GLASS

AGENTS,
ROSE & LAFLAMME,
MONTREAL.

Window and Interior Displays

Timely Hints
and Suggestions

Show Cards and Price Tickets.

BY far the most common cause of the disagreement among window dressers as to the use of show cards and price tickets, is the different class of customers dealing at the different stores. One merchant may find that his customers prefer the window that is a display of goods only, while another soon discovers his sales increase when he includes in the window the price of the articles displayed, or a sign drawing attention to them. The grocer who caters to strictly high-class trade has less use for price tickets and almost no place for show cards; but the store which handles popular lines cannot be as successful as it may unless price tickets are in evidence.

The broad statement that the high-class trade are above price, are not interested in price tickets, and that therefore they are out of place, is decidedly erroneous.

No matter what store is making a display of bargain goods, nothing is gained without the price ticket. In windows containing a collection of small articles price cards are valuable, as also where several grades of the same goods are shown. They should not appear with goods that do not seem worth the price asked, however cheap in reality that price may be; neither are they in place among staple goods, the price of which everyone knows.

There are very many who are naturally too timorous to risk asking the price of an article when there is a chance of its being too expensive. Others have the idea that the article which is not ticketed is too high in price. There is no question that many articles of luxury are sold through the price ticket, since if it is not really needed a man will not bother inquiring the price, but it may be the ticket that will convince him he needs the article enough to pay the price asked.

But however valuable a price card may be it should not be used always. A window now or then without a card of any kind will be a pleasant variety.

Much of the value of cards depends upon the neatness with which they are printed, and the style of paper and ornamentation used. Cards with elaborate scrolls and letters are not advisable, straight businesslike cards and lettering being more artistic, more easily read,

and less tiring to the eye. Cards should be of regular shape and the printing not over large. Proportion in size of letter and spacing should be carefully considered.

Show cards should be thoughtfully worded, and all preposterous or slang phrases avoided. The public is not affected by "less than cost," "half price," and such ridiculous wording. Attention should not be drawn to a rival store, nor should show cards be used that are merely funny. Some find little place for show cards in a grocery window, and there certainly are not the opportunity for show cards in a grocery window. A good plan to adopt is to keep a book of phrases so that there is little trouble about the wording.

arabic to some of the drop black on a piece of glass. Japan colors are frequently used and dry more evenly and quickly, and have a gloss that is pleasing. A mixture of lamp black, water, dissolved gum-arabic, and a very little alcohol, makes a good black. The gloss and permanence of the coloring depends upon the amount of gum-arabic used.

Oftentimes a waterproof letter is required, and this it is said can be obtained by washing over any lettering the following varnish: Take films of celluloid, and after washing away with warm water and a nail brush every trace of gelatin, dry them and cut into small bits. These, when placed in a bottle with methylated spirits, will dissolve, and when a creamy solution



Grocery with open front—E. H. McMillan, Vancouver, B.C.

Whether show cards or price tickets, the size, shape, lettering and positions should be constantly altered, so that variety may be obtained.

TO PRINT THE CARDS.

The simplest way to print the cards is to buy the rubber letters, but there is a lack of individuality in such lettering that detracts much from their value. Asphaltum applied with a camel's hair brush to prevent streaks is very often used, and is inexpensive. Jars of drop black in distemper can be had for a few cents, and can be prepared ready for use by adding a little dissolved gum-

is formed brush it over the lettering, and a waterproof, dirtproof card is the result.

If none of the clerks are clever at drawing the lettering, a simple method is to cut out letters of the required size from bills or elsewhere, and by placing them on the card the outline can be drawn and filled in with the black. The drawn letter, however, provided it is sufficiently neat, is far more satisfactory.

An Open Front.

The accompanying illustration from a photograph taken on Oct. 15 of the

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES **IN TINS**
 WELL KNOWN AND RELIABLE. **3000 TONS SOLD YEARLY** **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.** **GUARANTEED TO THE TRADE**



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

present year, gives a fairly correct idea of the appearance of the "open-front" shop of E. H. McMillan, Granville street, Vancouver, B. C. The feature of the store is its wide open front, and display of fresh fruits and vegetables placed on stands which push back to allow

is a native of Prince Edward Island, coming from Stanley Bridge, New London, near Charlottetown. Mr. McMillan and his staff acknowledge getting many useful hints on stock and on shop-dressing from The Canadian Grocer, to which he has long been a subscriber.

present in Chicago, Ill. Mr. Bernard is well known in Ontario and Quebec grocery circles, having spent several years in the tea brokerage business in Canada.

Mr. Bernard was born in London, England, where he lived until ten years ago, when he joined Bernard & Co., Yokohama. Being desirous of learning the business from the picking of the leaf to and went to Japan, where under the able instruction of his brother (who is acknowledged to be the most experienced tea man in Japan, having shipped teas to Canada and the United States for over thirty years), he acquired very thoroughly the mysteries of the tea business from the picking of the leaf to the shipping of tea packages to foreign markets. Later Mr. Bernard returned to Montreal, the Canadian headquarters of his firm, where he stayed for several months before opening an office in Toronto for the development of the tea trade in Western Canada. Toronto wholesalers need not be reminded of the success with which Mr. Bernard met during his five years residence in Toronto. In 1901 he was promoted to take charge of the Chicago agency, which position he holds at the present time.



MR. C. M. BERNARD, Chicago, Ill., agent for Bernard & Co., Yokohama, Japan.

of shutters being put up at night. As it appears in the middle of October, so it is kept all Winter, a tribute to the mildness of the Vancouver climate.

E. H. McMillan has been in the grocery and catering business in Vancouver for the past eleven years or more. He

A SUCCESSFUL TEA BROKER.

THE CANADIAN GROCER has pleasure in reproducing in this week's issue a characteristic photograph of Mr. C. M. Bernard, agent for Bernard & Co., tea merchants, Yokohama, Japan, who is residing at

SUCCESSFUL TENDER FOR STEAMSHIP LINE.

The governments of Canada and Mexico have accepted the tender of Andrew Weir & Co., of Glasgow, Scotland, for the steamship service between Canada and Mexico on the Pacific. The Glasgow company have two steamships available at present, but ask for certain modifications in the service. It is believed they regard the ports of call in Mexico as too numerous, and will expect a larger subsidy if all the ports are maintained. The present subsidy is \$100,000, and will be borne by the two governments in about equal proportion.

We now
have full
stock of

Table Raisins, Boxes and $\frac{1}{4}$ s.

California Seeded Raisins and Sultanas.

New Nuts, Grenobles, and French Walnuts, Almonds, Filberts, Brazils,
Peanuts, etc.

New Roquefort Cheese, Wild's Horseradish.

ALL ORDERS SHIPPED DAY RECEIVED

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

WE ARE RECOGNIZED AS THE



Quick Shippers
OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders by
'Phone, Wire or Letter.

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.

Wholesale Grocers - = = HAMILTON, ONT.

ORDER NOW

New Grenoble Walnuts
New Bordeaux Walnuts
New Marbot Walnuts

New Filberts
New Brazils
New Polished Pecans
New Malaga Raisins, all grades.

New Sultanas, all grades.
New Valentias, all grades.
New Seeded Muscatels, 12-16 oz.
New Currants, 4-cr., 5-cr., 6-cr., 7-cr.

FULL LINE, AND ALL GOODS IN STORE, AND QUICK DESPATCH PROMISED TO MAIL ORDERS.

BALFOUR & CO., Wholesale Grocers **HAMILTON**

PRUNES

A carload of 1904 crop Prunes just to hand. All sizes at right prices.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto



Send a
Christmas Present of
**MACLAREN'S
IMPERIAL
CHEESE**

TO YOUR FRIENDS IN
THE OLD COUNTRY

We will deliver your order for half a dozen or a dozen jars of our Imperial Cheese ABSOLUTELY FREE OF DELIVERY CHARGES to any address in

**ENGLAND
SCOTLAND
IRELAND**

in time for delivery by Christmas.

MACLAREN'S IMPERIAL CHEESE is Canada's most famous product and will be an acceptable and delightful gift. We will enclose your card in the case if you so desire.

PRICES:	Individual size,	\$1.00 per dozen
	Small	" 2.40 "
	Medium	" 4.50 "
	Large	" 8.25 "

**WE PAY ALL DELIVERY
CHARGES**

Your order should reach us by December 10th at latest, but *order now* to insure prompt delivery. Write addresses plainly. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 Colborne Street, - - - Toronto, Ont.

Business Changes

ONTARIO.

J. A. THOMPSON, fruiter and confectioner, Chatham, has sold his confectionery department to J. O. Thompson.

Wm. Manders, grocer, Lanark, has been succeeded by Robert Haley.

Henry Peters, baker, Woodbridge, is dead.

A. McIntyre & Co., grocers, Sudbury, Ont., have sold out.

J. McCowie, grocer, Chatham, has admitted his son as partner.

D. J. Keagon, general merchant, Hastings, is selling out.

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

Robert Walder, general merchant, Massey, has sold to H. H. Flesher.

W. C. Morton, tobacco merchant, Woodstock, has sold to John H. Ross.

The business of W. Somerville, baker and confectioner, Chatham, is for sale.

The cheese factory belonging to R. G. Armstrong, Elginburg, has been sold to T. Wright.

The assets of Ludger Jodouin, general merchant, Mattawa, have been sold at 50¢ on the dollar.

S. E. Harris, grocer, Brantford, has admitted F. C. Harp to partnership. The firm name henceforth will be S. E. Harris & Co.

The Norwood Co., produce merchants and confectioners, Chatham, have sold their confectionery department to Crump, Rhoady & Bates.

QUEBEC.

Victor Plante, general merchant, Baillargeon, is dead.

Hubert Rainville, tobacco dealer, Montreal, has assigned.

Adolphe Crete, general merchant, Grandes Piles, is dead.

Louis Weinstein, general merchant, Acton, is offering to compromise.

MALAGA FRUIT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

W. J. Steele, general merchant, Calumet, called for a meeting of creditors Dec. 1.

Robert Y. Rhind, cigar dealer, Montreal, has been succeeded by Thos. Davies.

Chs. H. Milot has registered under the style of Chs. Hormisdas Milot, grocer, Montreal.

Theoret & Frere, grocers, Montreal, have assigned; meeting of creditors December 2.

Reeves, Elmina & Cie., general merchants, Longue Pointe, have dissolved partnership.

J. L. Plourde, general merchant, St. Raymond, called a meeting of creditors November 29.

The assets of H. Locas & Co., general merchant, Chenneville, were sold on November 29.

Comte, Forbes & Co., dealers in wines and coffees, Montreal, have dissolved partnership.

Jos. Seguin, Jr., has registered with L. J. Seguin & Cie., general merchants, St. Simon.

Mrs. Leon Maheu has registered with Leon Maheu, liquor and wine merchant, Victoriaville.

L. G. Belzil, general merchant, St. Fabien, held a meeting on November 30 to appoint a curator.

The book debts and real estate of P. E. Povier, general merchant, Fraser-ville, have been sold.

Gustave Fleury, tobacco merchant, Montreal, has assigned; meeting of creditors December 2.

A. Tremblay, general merchant, St. Felicite, called for a meeting on Nov. 29 to appoint a curator.

Phillippe Hebert, general merchant, St. Maurice, has assigned; meeting of creditors held November 29.

Jos. Simard, general merchant, Causapscal, has assigned; Lafavre & Taschereau provisional guardians.

Phillippe Herbert, general merchant, L'Anse Au Foin, has assigned; Lafavre & Taschereau provisional guardians.

Arthur Saucier and Louis Marchand have registered under the style of Ar-

thur Saucier & Cie., provision merchants, Montreal.

MANITOBA AND N.W.T.

C. F. Wood, grocer, Winnipeg, has been succeeded by Wood & Brummell.

Geo. F. Carmel, general merchant, Wetaskiwin, has assigned to R. W. Manly.

Hough & Crowe, general merchants, Birtle, have been succeeded by Hough & Wickware.

Rawson & McLaughlin, general merchants, Hazel Cliffe, have dissolved partnership.

Anderson & Govier, general merchants, Dundurn, have been succeeded by J. H. Anderson & Son.

Otteson & Sealund, general merchants, Wetaskiwin, have admitted H. W. Mallett to partnership.

J. E. Saunders & Co., general merchants, Saskatoon, have called for a meeting of creditors Dec. 17.

J. E. Sinclair, general merchant, Prince Albert, has been succeeded by Revillon Freres, Limited.

BRITISH COLUMBIA.

Jos. Gall, general merchant, Morrissey, has suffered loss by fire.

NEW BRUNSWICK.

Hamm Bros., biscuit manufacturers, St. John, have dissolved partnership, R. P. Hamm continues under old style.

Ramsay Bros, confectioners and fruiters, St. John, have dissolved partnership, Geo. Ramsay continues under old style.

WHOLESALE GROCERS' HOCKEY TEAM.

At a meeting of the H. P. Eckardt & Co. Hockey Club in Toronto last week the following officers were elected: Hon. President, H. P. Eckardt; Hon. 1st Vice-President, R. B. Rice; Hon. 2nd Vice-President, W. B. Sparling; Secretary-Treasurer, B. R. Brown; Manager, G. H. Gansby; Committee, H. A. Robertson and W. Tickell. The team will again play on the Queen City Curling Club ice.



Upton's

New Season's
Orange
Marmalade

Now Ready

Try some of it
on toast
for breakfast.

FULL OF FISH

If every grocer would fill himself with the subject of HALIFAX PREPARED CODFISH he would have no difficulty in interesting his customers, and he would have no difficulty in getting filled with the subject if he would just try the fish once for himself. Every consumer who gives it a trial at once becomes a FISH ENTHUSIAST, so if the grocer is able to gain a customer for it once, he will gain him for good, and that new enthusiast will advertise the fish to others, until the vogue for HALIFAX PREPARED CODFISH becomes a habit with the people. Then his trade for the fish will be an established and sure thing, in view of which it would seem wise for the grocer to get "FULL OF FISH" at once.

BLACK BROS. & CO., Limited,
HALIFAX and LAHAVE, NOVA SCOTIA.

A. H. BRITAIN & CO., Agents, Board of Trade Bldg., MONTREAL

FRESH AND CURED FISH

Prepared Fish Trade.

IS the retail trade receiving its share of the enormous trade to be done in prepared boneless cod fish? It is an admitted fact that the grocery trade, generally speaking, does not receive as large a portion as it might of the enormous trade there is to be done in prepared boneless cod fish, owing largely to the way in which this sea food has been packed and prepared in the past, and to the fact that a great many retail grocers have not given this branch of their business the attention it deserves.

Every grocer, especially in larger centres, counts yearly (just as soon as weather conditions permit) on a nice trade in smoked fish of different varieties. There is a season of the year, however, when he is entirely out of these lines, consequently losing profits on a branch of his business which should not be neglected.

Grocers can now buy boneless cod fish especially prepared for keeping at all seasons of the year (provided ordinary care is used with it) packed in attractive wooden boxes of special package form, as well as shredded cod in cartons, which presents this food to the consumer in a most appetizing form. What has hurt the sale of cured cod fish is the old-fashioned method of curing and rough way in which this fish was formerly handled. Some of the most popular forms in which it is prepared is shredded cartons, wooden boxes, and one and two lb. bricks.

Another Dog Fish Product.

THE livers of the common dog fish are of considerable commercial value according to Charles H. Stevenson, in the United States Fish Commission Report. It does not appear that any important fisheries are organized especially for the capture of these sharks. Many, however, are taken incidentally, and the livers extracted and thrown into the liver butts with those of other fish. The livers are shaped like those of the cod and pollock and are very brittle, breaking readily when lifted.

In Boston and Gloucester dog fish livers are sold at the same rate as those of cod, viz., 25 to 30c per bucket of 2½ gallons. The yield of oil during August, September and October is about sixty quarts per bucket, but at other seasons it is much less. The oil is seldom kept apart from cod oil for currying pur-

poses and it sells for the same price per gallon. It is estimated that from 10,000 to 15,000 gallons of dog fish oil are prepared on the New England coast annually, nearly all of which is combined with cod and sold for currying. When warm it has a strong odor resembling ammonia, but this may be removed by refining.

On the coast of Oregon, Washington and British Columbia large numbers of dog fish are taken for the conversion of their livers into oil. The livers of 100 dog fish yield six to eight gallons of oil. According to a report of the Commissioner of Fisheries of Canada, as early as 1876 about 60,000 gallons of dog fish oil were exported from Victoria at a valuation of 40c per gallon. The present annual product is said to exceed 200,000 gallons.

Dog fish oil is used on the Pacific Coast in competition with other oils with most favorable results, being, according to one authority—"Equal if not superior to oil supplied to H. M. ships by the service both for lubricating and lighting purposes."

More Salmon Traps.

ACCORDING to the Victoria Times there will be at least half a dozen salmon traps operated on the shores of Vancouver during the season of 1905. New ones are to be built for Findlay, Durham & Brodie, of Victoria. An extra trap will probably be worked at Clover Point, and there will also be another one at Sheringham Point. Some of the firms interested will ship the salmon catch to the Fraser River to be canned. One firm in particular is contemplating the erection of a large salmon cannery on the Island.

The erection of these traps, however, is contingent upon the Provincial Government granting suitable sites to canners and fishermen holding licenses from the Dominion Government. This is being delayed by the local Government, presumably because of the old difficulty between the province and the Dominion with respect to the control of the fisheries on the B. C. coast. Meanwhile those who wish to put in traps are being subjected to undue delay in placing orders for pile driving, nets, webbing, etc.

Last month the canners, with the exception of one firm operating on the Northern British Columbia coast, petitioned the Minister of Marine and Fisheries not to permit the operation of

traps along the northern coast. The exception to the petition was a firm which already had an application in for a trap license in the north. It is held by the canners that no necessity for traps exists in the north, for the reason that Canadian net fishing there is not subjected to unfair competition, as is the case further south, where Americans have the shores of Puget Sound strung with traps, while until last Summer fishing operations in Canadian waters in the vicinity of the forty-ninth parallel were restricted to the use of gill nets. The department is now being pressed for action on the petition.

Indians Destroying Salmon.

In a report from Port Essington, B. C., under date of Oct. 24, J. T. Williams, Dominion Government Fisheries Inspector, advises the Department of Marine and Fisheries, Ottawa, of the wanton destruction by Indians of hundreds of sockeyes, which last season made their way to the headwaters of the Skeena River in order to spawn. According to the report this wholesale destruction has been going on from time immemorial, and it is a wonder there are any salmon left along the coast of Northern British Columbia. The Department is keenly alive to the fact that the depredations of the Indians must be stopped if the fisheries are not to be sacrificed.

B. C. Herring Industry Promising.

Mr. J. J. Cowie, the Scottish fishery expert, has just returned from the Pacific Coast, where he inspected the herring fisheries. There are great quantities of herring there which are not now made use of. In fact herrings are sent from the Maritime Provinces to Vancouver by the carload. Mr. Cowie reports the British Columbia fisheries as productive as any in the world, and that there is no reasonable limit to the catch. The fish have more oil than the Atlantic herring, and dry salting would probably have to be used in curing them. There is an unlimited market for these fish in Japan, China, Straits Settlements and other Pacific Ocean markets.

B. C. Salt Fish Beats the World.

The directors of the Gulf of Georgia Fish & Curing Co., Nanaimo, B. C., are congratulating themselves upon the receipt of a letter from Japanese Consul

Shingu, of Vancouver, giving a statement as to the quality of the salt fish supplied by this firm to the Japanese Government. Japan has been contracting enormous quantities of salt fish from all parts of the world for use in her army, and reports that the fish supplied by the Gulf of Georgia Fish & Curing Co. were better packed and had better keeping qualities than any other fish received.

Salmon Industry in Danger.

Considerable difficulty has arisen out of the divided jurisdiction of the States of Washington and Oregon in regard to the spawning of salmon. At present there is an absolute deadlock; meanwhile poachers with gill nets, traps, seines, wheels, etc., keep up the raid on the vitality of the salmon, and hatcheries on the Columbia River are getting so few salmon for propagation that they might as well go out of business.

This is of vital import to the fisheries of British Columbia in so far as American fishermen, by neglecting to observe any regulations in catching fish off B. C. shores past which salmon have to go to reach the Fraser River, are ruining the industry on that river. The Fraser is the breeding ground for supplies of salmon on both sides of the line.

A recommendation is made by the Victoria Colonist that the authorities of the State of Washington and of the Dominion of Canada endeavor to unite on a policy that will conserve the salmon industry for both countries.

Fish Notes.

The united canneries on the Fraser River have been sold for \$119,500.

COMPANIES TO VOTE IN MUNICIPAL ELECTIONS.

At a meeting of the executive of the Canadian Manufacturers' Association in Toronto on Nov. 24, one of the subjects discussed was "Securing franchise rights in municipal elections to incorporated companies."

Mr. R. J. Yonge, secretary of the Manufacturers' Association, in the course of an interview with The Canadian Grocer stated that this matter had been down on the official slate for some time. It is claimed that while members of incorporated companies carrying on a manufacturing business have votes where they reside, they have no voice whatever in municipal legislation affecting the districts in which their factories are situated. When it is considered how large the manufacturing interests loom up in the aggregate pro-

perty assessment of many Canadian towns and cities the reason for a change by way of re-distribution in the municipal franchise is easily seen.

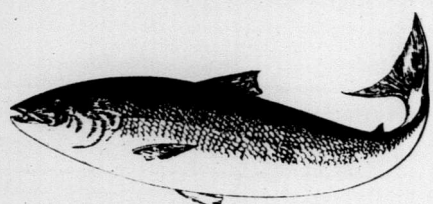
When asked whether the idea was to allow an incorporated company as such one vote or more, Mr. Yonge said the details were not yet arranged. He would go so far, however, as to say he thought one vote should be given such a company. In case the managing director of a firm located at Montreal, say, was given a vote in the municipal elections, he would have an additional vote in his home municipality in the event of its being other than Montreal.

CATALOGUES, BOOKLETS, ETC.

The Canadian Grocer is in receipt of a handsome illustrated price list issued by Lutey Bros., grocers, Butte, Montana. Not only does it cover the grocery field comprehensively but contains a fund of information of practical value to the retailer.

The Robert Greig Co., Toronto, is issuing a booklet to the trade entitled "How to Add to Your Profits," which tells in a very convincing way the many excellent qualities of Pratt's stock and poultry foods.

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK



"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

ADVENT

FISH

All kinds of FRESH, FROZEN,
SALTED, DRIED and
PREPARED.

OYSTERS

STANDARDS and SELECTS.
In Bulk
by the Gallon.

Quality Guaranteed.

A trial order solicited.

Special attention given to mail orders.



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Send for our show cards and hangers.

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WESTPORT, N.S.
GRAND RIVER, P.Q.
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LEONARD BROS.

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LONG DISTANCE
TELEPHONES.

WITHOUT A COMPETITOR IN MERIT
OR RIVAL IN POPULARITY

CAN BE TRULY SAID OF

BOECKH'S

BAMBOO-HANDLED

CURLING BROOMS



They are made of specially selected corn—well fastened, neat
and light.

Do you supply your local rink?

If not no doubt you do not stock this now seasonable line.

Order now, as "The Roarin' Game" will soon be in full swing

United Factories, Limited,

Head Office: TORONTO.

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The Dominion Packing Company

LIMITED.

Telegraphic Address
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A. B. C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

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

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

Are You Selling Them



FEARMAN'S FAMOUS SAUSAGES

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS.

Limited

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

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

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

LIMITED

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter and Cheese Situation.

THE cheese market has been quiet during the past week. Some large orders to ship out stored cheese were received from the United Kingdom to catch the last steamers leaving Montreal, and a large quantity left by the Portland steamer sailing on Saturday, November 26. The price of October made cheese is held at 10 to 10½c, and for earlier made Fall goods holders' ideas are keyed up to 10½ and 10¾c. United Kingdom importers have not forgotten last year's disastrous wind-up, and are acting very cautiously, which would imply that they await a better retail demand on their side before operating further.

The butter market has been active and a good trade has passed at 20½c for choice quality. Holders are advancing their price to 20¾ and 21c, and with the home trade getting a little anxious for their Winter requirements it looks as if they would succeed in getting what they are asking. From now out the quality of butter will hardly pass for United Kingdom requirements.

Confiscated Meats.

WAR on diseased meats and food-stuffs is being waged in Montreal. Dr. McCarrey, chief food inspector, is hot foot after the impure food handlers, and last week he made an example of a few.

At the abattoirs the following animals were destroyed: Thirteen cattle, two calves, two sheep, three hogs, one lamb, besides twenty-one livers and 904 pounds of other meat.

At the various stalls in the city the following goods were confiscated: Two thousand pounds of foodstuffs, 66 pounds of fruit, 40 pounds of fish, 2 boxes of salmon, 399 pounds of beef, 14 pounds of mutton, 114 pounds of pork, 10 pounds of blood pudding, 314 pounds of veal, 122 pounds of sausages and 160 pounds of poultry.

The large number of confiscations led Dr. McCarrey to remark that this was partly owing to the fact that, as the cold weather approached the number of animals killed for food increased weekly. Still there was an unusual large number of diseased animals being shipped to Montreal, and the inspectors were kept very busy.

The Canadian Grocer inquired at the office of the Provincial board and learned that rigid inspection of all abattoirs outside the city is now in force, and that further precautions are to be taken in order to co-operate with the anti-tuberculosis league. In fact they were in accord with Dr. McCarrey.

Canadian Butter Bears Danish Label.

I AM often interested in things I see during occasional visits I pay to factories," remarked the manager of one of the leading Canadian banks the other day. "For instance, a short time ago I was in a butter factory in Ontario. The town in which the factory is situated is a small one and I was told that the whole of the output of that factory was regularly shipped to Denmark without being salted, where it was prepared for the English market and sold as Danish butter. I was also in a pork factory the other day and I noticed that the hogs which they were killing were all of medium size, and that when cut up the bacon showed regular streaks of lean and fat. I learned in this instance that all the output of the factory was shipped to Ireland, and no doubt from there re-shipped to Great Britain as Irish bacon."

"There is one thing about it," remarked one of the gentlemen who was listening to the narrative, "it is a testimony that Canada's butter and bacon must be pretty good stuff or it would not be bought and palmed off as the product of countries which have established a very high reputation in the products as mentioned."

Falling Off in Dairy Exports.

Official reports show that the total value of butter and cheese shipments from Montreal this season is \$25,000,000. Of this amount the cheese exports totalled \$18,000,000, and the butter exports \$6,500,000. This is a falling off of nearly two million dollars, as compared with last year, caused principally by the cold weather setting in much earlier than last year, which resulted in a big decrease in the make.

Potato Culture in Spain.

A group of capitalists is about to form a company at Pamplona for the manufacture of starch and dextrin from

potatoes. The authorized capital of the company is \$714,286, of which less than one-third will be called for at present.

The climate and conditions of the country in the vicinity of Pamplona are eminently suitable for the cultivation of the potato, and it is hoped that before long the company will be able to supply industrial starch and dextrin at a price lower than that which is now being paid to German makers. The imports of these products into Spain have amounted to about 14,000 tons annually, valued at nearly \$500,000.

New Dairy Paper.

It is rumored that Canada will shortly have a new dairy paper. Committees appointed by the Eastern and Western Dairymen's Associations have been considering the matter, as a result of which it has practically been decided to start such a paper and conduct it as the official organ of both associations. It is expected that the first number will be published in time for distribution at the annual convention of the Dairymen's Associations in January.

London, Eng., Provision Markets.

Latest market reports from Thomas Nesbitt & Co., London, Eng., advise that the demand for butter is improved and the market firmer. Trade in bacon is steadier at reduced quotations, while hams are meeting with more inquiry at generally improved values. The market for lard is firm for best bladdered, but quiet in consequence of high rates. The egg trade is slow in consequence of high rates and cheese is selling fairly well at advanced prices.

Dairy and Provision Notes.

Geo. A. Bayle, St. Louis, Mo., has been awarded two gold medals at the World's Fair for Bayle's "Potted Cheese."

It has been officially announced that hereafter iced cars will be furnished by the British Government free of charge for conveying Canadian butter from Avonmouth to Bristol. This important concession removes what may have been an objection to Bristol shipments, and will undoubtedly add to the popularity of this port as a distributing point for Canadian butter.

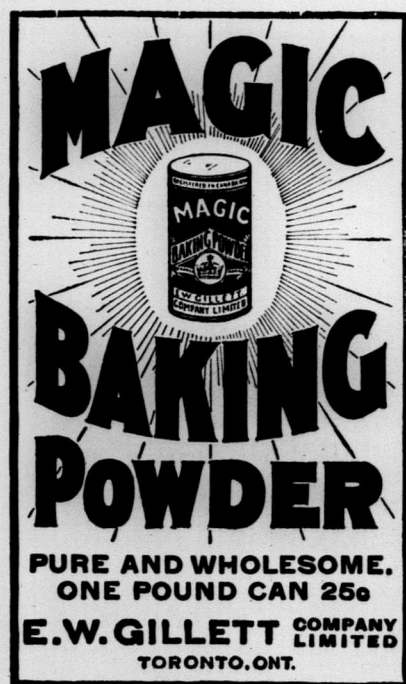
Rose Brand Lard for Christmas Cooking

The busy housewife has no desire for cheap Lard in her Xmas
pastry. The best is none too good, and not too
dear for your family trade. Fresh
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PETERBORO, HULL and BRANTFORD.

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MAGIC
BAKING
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PURE AND WHOLESOME.
 ONE POUND CAN 25c

E.W. GILLETT COMPANY LIMITED
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We are buyers of 

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

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 Toronto.

TORONTO FRUIT EXPORTER DEAD.

THE CANADIAN GROCER regrets to have to chronicle in this week's issue the death of Mr. George McWilliam, of the firm of McWilliam & Everist, wholesale fruit and commission merchants, Toronto, which occurred on Saturday, Nov. 26.

Mr. McWilliam was well known in fruit circles throughout Canada and the United States, having for years been a principal in the firm of McWilliam & Everist, one of the oldest and largest wholesale fruit produce and commission firms in Western Canada.

He was born on July 13, 1852, at Moss Side, Carney, Aberdeenshire, Scotland, and came to Toronto in 1871.

In 1874 he entered the wholesale fruit business in which he was afterwards engaged up to the time of his death. In



The late George McWilliam.

1878 Mr. McWilliam admitted Mr. F. Everist to partnership, forming the firm so well known to the Canadian fruit trade at the present time.

Mr. McWilliam enjoyed the distinction of being the pioneer apple exporter of Canada, and of having seen the trade grow from a very small beginning to its present proportions.

COMMERCIAL TRAVELERS MEET.

A large and representative meeting of the Commercial Travelers' Association of Canada on November 26 in Toronto, the nomination of officers and directors for the ensuing year resulted as follows:

President, Thomas McQuillan, elected by acclamation; First Vice-President, John Everett, H. Goodman; Second

Vice-President, Lewis A. Howard, elected by acclamation; Treasurer, J. C. Black, E. Fielding (one to be elected).

Directors Toronto Board—F. C. Armstrong, Walter B. Brumell, J. H. Butler, C. A. E. Colwell, F. G. Crone, Frank J. Campbell, Lytle Duncan, John Everett, L. Glover, John Gibson, Robert Gemmel, Arthur F. Hatch, George H. Haslam, Robert Keyes, James H. Lumbers, Malcolm Lamont, W. J. Mieks, E. Musgrave, C. Ryan, G. W. Stone, S. M. Sterling, Joseph Taylor, C. J. Tuthill, George West, W. A. Verner. Nine to be elected.

Hamilton Board—First Vice-President—Fred T. Smyte, elected by acclamation; Second Vice-President, J. H. Herring, elected by acclamation; Directors, E. J. Fenwick, W. M. Fielding, James Hooper, George Matheson, E. E. W. Moore, Geo. M. McGregor, R. M. Stewart, H. G. Wright. Six to be elected.

Kingston Board—Directors, W. H. Graham, W. S. R. Murch, T. H. Stewart. Two to be elected.

Berlin Board—A. Foster, J. Knauff, W. J. Moody, W. E. Southgate, George Schnarr. Two to be elected.

The following representatives were elected by acclamation to their respective boards: Guelph, C. Auld, A. Hill; Montreal, Vice-President, S. O. Shorey; Directors, William Caldwell, E. E. Starr; Winnipeg Board, G. F. Galt and H. Miller; Vancouver Board, W. J. McMaster and R. Martin; Brockville Board, J. L. Upham.

The ballot will close December 28 at noon, and the returns will be made known at the annual meeting on December 29. Mr. Thos. McQuillan, the president, presided.

It was decided to print and circulate the pamphlet prepared by Mr. E. Fielding on the financial proposals now under discussion by the association.

FIRMS INCORPORATED.

The Please Mfg. Co., Toronto, have been incorporated, with share capital of \$50,000, to manufacture and sell soap, washing compounds and perfumes. Provisional directors: W. C. Kingsbury, C. A. Miller, and F. Perry, all of Toronto.

The Erie Basket Co., Leamington, Ont., have been incorporated with share capital of \$20,000, to manufacture and sell baskets, fruit and vegetable packages. Provisional directors: E. Smith, W. T. Easton, and E. M. Easton, all of Leamington.

COMMON SENSE

KILLS (Roaches and Bed-Bugs
Rats and Mice)

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

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

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SUCCESSFUL ADVERTISING—
HOW TO ACCOMPLISH IT.—By J.
Angus MacDonald.

Every Merchant and Salesman
will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

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**Peacock Brand
Cream Cheese**

Excellent flavor and quality
guaranteed. In tin foil and
porcelain jars.

Packed in dozens.
Order from your wholesaler.

BATES, PEACOCK CO.
HAMILTON.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.



THE MOP THAT THE SUN NEVER SETS ON

The Tarbox Self Wringing Mop Cotton Mop Cloth

with that famously popular knitted

Prices Reduced in sympathy with Lower Cost of Cotton

Do not overlook this when ordering kindred stock—the best houses, wholesale and retail, carry them.

Manufactured by

TARBOX BROS., = Toronto, Canada

THERE ARE MANY BAKING POWDERS

—BUT—

"Eagle" Baking Powder

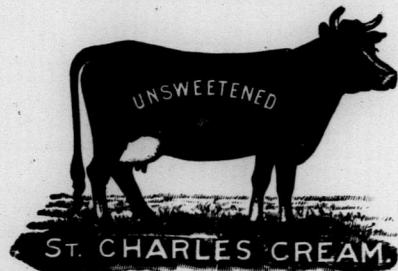
is the most reliable and business-bringing line in Baking Powders.

Write for particulars.

J. H. MAIDEN
Montreal

Has stood the test of every climate.

HIGHEST AWARD



Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles and Chemung, Ill.

1842

1904

Our Motto: "FORWARD"

ALL our stock damaged by fire of 21st September last has been sold last week for account of the Insurance Companies. We want to assure our customers and the trade that all orders entrusted to our care are filled with fresh and new goods. We never handle damaged goods, our stock in all lines being complete.

L. CHAPUT, FILS & CIE.

Wholesale Grocers,

ESTABLISHED IN 1842.

MONTREAL.

A SURE CURE
FOR
A POOR
COFFEE TRADE
LIES IN SELLING
OUR

Only the work of a moment—
“the ordering of a sample lot.”

The uniformly high
quality of our

EMPRESS BLEND COFFEE

The “Money Back” kind

makes it easily
the best

40 cent
COFFEE

sold in Canada to-day.

The success of your business—
“the continued selling of ‘Empress’ Coffee.”

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

HINTS TO BUYERS.

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

The A. F. MacLaren Imperial Cheese Co., Toronto, are making a most liberal offer to send to Old Country friends of the trade, all carriage charges prepaid, at regular wholesale prices, any quantity from a half dozen up, of MacLaren's Imperial Cheese. As Canadian enterprise is to be commended at all times, and as there are doubtless many of the trade who will take advantage of the offer, we feel that besides assisting our readers to that end we are also loing our duty to Canada and Canadian trade. The well known merit of MacLaren's Imperial Cheese is such that the manufacturers are not afraid to put their product up in competition with any cheese in Europe or the world.

Wm. H. Dunn, Montreal, has three hundred cases of smoked Norwegian sardines, “Aurora” brand, arriving next week.

Honey is no longer looked upon as a luxury, but owing to the heavy loss of bees during the unprecedented severity of the last Winter some sections of the country are almost entirely without honey. Foster & Holtermann, Brantford, who have a specially constructed bee house and cellar capable of accom-

modating 1000 hives of bees safely in any temperature, are leaders in this line. R. F. Holtermann is well known as a beekeeper and lecturer. By his hints on selling and storing honey he has enabled many dealers to very materially increase their trade in honey.

The Eby-Blain Co., Toronto, have just passed into stock a car of green Rio coffee, which they are offering at attractive prices.

Retailers looking for a really meritorious shoe blacking are recommended to place an order with the Eby-Blain Co., Toronto, for their “Gold Medal” shoe blacking.

C. E. Colson & Son, Canadian agents for Crosse & Blackwell, London, Eng., report delivery of large shipments of C. & B. goods to Demers, Fletcher & Co., Hudon & Orsali, Montreal; John Sloan & Co., and the Eby-Blain Co., Toronto; Lucas, Steele & Bristol, Hamilton, and A. M. Smith, London, Ont. This information should be of service to buyers.

The Eby-Blain Co., Toronto, are offering a new and what is proving to be a very rapid selling line—Bode's Chewing Gum. Handsome vending machines are given with first order.

Mr. W. H. Dunn, Montreal, has interesting prices to offer to the trade this week on Norwegian sardines, “Aurora” brand.

White & Co., Toronto, have received a car of California walnuts, and are expecting their first car of holly this week.

Dawson Bros., Toronto, have received two cars of Messina lemons. They are also expecting the arrival of a car of Mexican oranges, a car of Florida oranges and grape fruit, a car of navel oranges, and a consignment of Almeria grapes.

PERSONAL MENTION.

A caller at the Montreal offices of The Canadian Grocer during the past week was Mr. A. B. Hardwicke, Canadian representative for Pyle's Pearline.

Mr. N. N. Munro, eastern Ontario representative for Hamilton Coffee & Spice Co., Hamilton, is calling upon the Montreal trade this week and meeting with a good reception. This market is looked after by the Montreal agent, Mr. Silcocks, St. Nicholas street.

Mr. D. A. Morrison, who has for some years traveled for Baird & Peters, wholesale grocers, St. John, has decided to go into business for himself. He has purchased the wholesale and retail grocery business now conducted at Amherst, N. S., by Fillimore & Morris, and will take possession Feb. 1, 1905.

A grain warehouse belonging to Mr. Cooper, of Goderich, was destroyed by fire on Nov. 26.

COFFEE.

Our blends of coffee come from the richest coffee growing gardens in the world, including

Java, Mocha,

Ceylon, Bogota,

Mexican and Maracaibo

Is carefully milled, blended and roasted by the most modern machinery and has that true full rich coffee aroma not found in common brands.

Our No. 1 Blend to retail at 40c. is positively the best coffee value on the market.

Write for samples and test them at your own table.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

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

5,000,000 lbs.

—OF—

THE ONTARIO SUGAR CO. LIMITED
EXTRA
STANDARD
GRANULATED
BERLIN, ONT.

Has not supplied the demand this season for our popular product.

HAVE YOU HAD ANY?

If not, better order quickly.

BARRELS, 300 lbs.
BAGS, 100 lbs.

THE ONTARIO SUGAR CO.

LIMITED

BERLIN, ONT.

THE LATE JAMES STUART.

THE death of James Stuart on Saturday last at his home, 300 Carlton street, Toronto, after an illness of only a few weeks, came as a shock to his hosts of friends in Toronto and Western Ontario.

It is the lot of few men to be more universally loved than was the late James Stuart. His nature was of the kindest, and his friendships were strong and steadfast. His native ability was supplemented by a wide experience, and his counsels were sought and heeded by many a man vexed with difficulties, and never was there one who put his confidence in Jim Stuart who went away without feeling braver and stronger for counsel given. In his home he was loved with a rare affection. He was a comrade to his sons, and their mutual devotion was a subject of common remark. The blank his death makes in the family circle must remain ever unfilled.

He was born in 1846 at Richmond Hill and was therefore at the time of his death in his 59th year. He attended in his boyhood Upper Canada College, graduating from that institution. There he formed acquaintances and friendships with those who in later life, came, many of them, to be regarded as among the brightest and best known of the citizens of the province. He began his business career early in life, entering the employ of W. H. Miller, wholesale grocer, Toronto. Later on he removed to Hamilton, in which city he lived upwards of 30 years. He became associated with the late Alex. Harvey, of Hamilton, in the wholesale trade, and later was a member of the firm of J. Stuart, Son & Co., wholesale grocers. He was a peerless salesman and to this day in the territory he visited in connection with his business, the memory of him is a cherished one. His wit, his fund of stories, the sunshine that always accompanied him, his sincerity and withal his fine manhood, made him an ever-welcome caller.

Ten years ago, he came to Toronto to make his home, and in the enjoyment of family life, unharassed by care, he lived out his life. But the old instincts were hard to get rid of, and he became the advertising manager of The Canadian Grocer. In this capacity he proved that he had lost nothing of his former ability, and a goodly number of advertisers were brought into The Grocer through his persuasions. About nine months ago he

was offered the eastern management of the Winnipeg Commercial, and discharged the duties of this office with credit to himself and profit to his company.

Not the least interesting item in connection with his career is the fact that he was a Fenian Raid veteran, having served with "H" Company of the 13th Battalion.

There is left of his family his widow, a daughter, Mrs. A. C. Milne, of Lacombe, Alta.; and three sons, H. M., of New York; C. P., with McColl Bros., Toronto, and J. T. with the Firstbrook Box Co., Toronto.

The interment took place at St. James' Cemetery, Toronto, on Monday last, and many an old friend yielded to his emotions as the sad and solemn service for the dead was read. The memory of



The late James Stuart.

James Stuart will continue to be a green one with everyone who was privileged to be counted his friend.

CANADIAN GOODS IN UNITED STATES.

Mr. O. Lefebvre, proprietor of Chinese Starch and Ocean Mills, Montreal, has had such success with his products in the eastern states that he is now opening up an American factory at Rouse's Point, N. Y. Starting in a small way through a local traveler, Mr. Lefebvre has had orders from Ogdensburg, Massena Springs, Rouse's Point, N. Y., Nashua and Manchester, N. H., Bangor and Portland, Me., and Lowell, Boston and Salem, Mass. In order to develop the United States trade he is opening a branch factory there.

INQUIRIES FOR CANADIAN TRADE.

The names and addresses of the firms making the following inquiries may be had by application to the Department of Trade and Commerce, Ottawa, or to the Editor of this paper. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

THE following inquiry has been received from the curator, Canadian section, Imperial Institute, London, Eng., concerning Canadian trade.

105. A Covent Garden firm of fruit salesmen possessing an old established connection asks to be placed in communication with Canadian exporters of apples and fruits on commission.

The following inquiries regarding Canadian trade have been received by the Department of Trade and Commerce, Ottawa:

43. A London firm is desirous of being put in communication with responsible firms in Canada whose business connection lies with mineral water manufacturers for the sale of sugar, tartaric acid, etc. The London firm desires to establish an agency in Canada.

46. A wine and cognac house asks for good representation in Canada.

47 and 49. A French firm manufacturing olive oils wishes to open up with Canadian buyers.

51. Wanted, by a French grain merchant, names of Canadian dealers in sarrasine.

The following inquiries regarding Canadian trade have been received from Manchester, Eng.:

69. A Manchester firm wishes to correspond with Canadian buyers of salted hides and Irish kip.

The following inquiries have been received from the commercial agent, Yokohama, Japan, regarding Canadian trade:

17. A bakery and grocery firm wish to be put in correspondence with Canadian butter exporters.

18. A Yokohama importing firm wishes to have samples of hard-boiled candies, jelly, beans, etc.; if goods and prices are satisfactory good business may be relied upon.

19. An old established firm in the bakery and general goods trade wishes correspondence with Canadian manufacturers of German yeast. This yeast is similar to what is known as Royal Yeast, and large size packages would be preferred.

20. A first-rate commercial house wishes to have correspondence with manufacturers and exporters of fish manure, also salted salmon. Samples and lowest c. i. f. prices are requested. If prices are satisfactory can handle large quantity in these lines.

Note.—In quoting for the Japan market in any or every line of trade, make prices to cover all charges up to the custom house at Japan ports, or otherwise f. o. b. Vancouver, Victoria or Atlantic ports.

PURITY

All our Spices are Pure.

We say so.

The **Government Report** says so.

Stock "**Pure Gold**" Spices, and when the Gov't. Inspector calls give him a hearty welcome.

Pure Gold Brand is your safeguard.

THE PURE GOLD MFG. CO.

LIMITED

T O R O N T O

Solicits Your Business if You Desire Quality.

"THE MEMORY OF QUALITY LINGERS WHEN PRICES ARE FORGOTTEN."

CLASSIFIED LIST OF ADVERTISEMENTS.

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

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

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

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

Brooms, Brushes, Mops, Etc.
Tarbox Bros., Toronto.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Gillard, W. H., & Co., Hamilton.
Laporte, Martin & Cie, Montreal.
Old Homestead Canning Co., Picton, Ont.

Cans and Canisters.
Acme Can Works, Montreal.

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

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

Cocoanuts.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoa and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

Dairy Produce and Provisions.
Canadian Canners, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.
British America Ass. Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
"Ozo" Co., Montreal.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers—Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

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

Honey.
Foster & Holtermann, Brantford.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E. & Son, Montreal.
Creed, J. N., & Co., Halifax.
Croase & Blackwell's—C. E. Colson & Son, Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

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

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Greig, Robt., Co., Toronto.
Wethey, J. H., St. Catharines.

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

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E. & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Turner & Co., Toronto.

Polishes—Metal.
Oakley, John, & Sons, Montreal.

Polishes—Stone.
Morse Bros., Canton, Mass.
Prescott's—W. H. Dunn, Montreal.

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Eben's—Frank Magor & Co., Montreal.
Reckitt's—Gilmour Bros., Montreal.
Winn & Holland, Montreal.

Wines, Liquors, etc.
Beland, E. O., Montreal.

Woodenware.
Acme Can Works, Montreal.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

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

Dollars
and
Cents

57 MONEYMAKERS

You would not object to having so many active workers on your staff would you? We can put them to pulling business for you at once.



57 VARIETIES

Are so well known you don't have to work to sell them. They work for you if you display them well.

H. J. HEINZ CO., PITTSBURGH, U.S.A.

There is only

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LIPTON'S JAMS

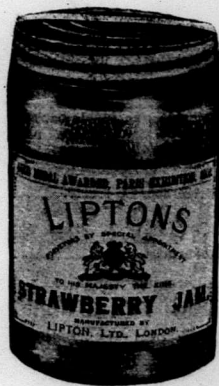
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Absolute Purity

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Lipton's "Fresh Fruit" Jams are sold by the wholesale grocery trade.



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E. D. Smith, Winona, Ont.
Farbox Bros., Toronto.
Montreal Maple Co., Montreal.

SPICE MANUFACTURERS EXONERATED.

BULLETIN No. 95, on ground spices, issued by the Inland Revenue Department, Ottawa, just to hand, is, as usual, full of interest to the trade. On page 4 will be noted a special reference to an error made by the Department on samples 17945 and 17950 (spices said to have been put up by S. H. & A. S. Ewing, Montreal, reported in error in the previous bulletin).

It may be stated that a serious mistake was made by the collectors in attributing the above mentioned samples to stock purchased from S. H. & A. S. Ewing. Investigation proved that the Department was in error and that S. H. & A. S. Ewing had never sold one of the parties, and not to the other one for a period of nearly two years. Naturally enough this firm did not feel disposed to allow the former report to go unchallenged.

The Canadian Grocer has seen copies of correspondence between S. H. & A. S. Ewing and Hon. L. A. Brodeur, Minister of Inland Revenue, dealing with the subject, and certainly a great injustice was done to Messrs. Ewing. The Department has rectified its mistake in its late reprint bulletin No. 95.

Previous comment has been made in these columns upon the manner in which samples are collected by Dominion inspectors for analysis, and it is to be hoped that some improvement will be made with a view to getting correct information before a decision is given and published broadcast. In the absence of this an incalculable amount of damage may be done to the manufacturer by the Department, though unintentionally. It is believed that some action has been taken by the Manufacturing Grocers' Section of the Canadian Manufacturers' Association, with a view to assisting the Department in securing better means of obtaining samples for analysis.

WHERE THE FIRST TELEPHONE WAS MADE.

ON a pine clad eminence about a mile and a half from the City of Brantford, stands a house whose historic interest will grow with the growth of Canada's trade. It is the house in which was invented by Prof. Bell the first telephone.

In these days of universal telephones it is not easy for us to realize that it is little more than a generation since that great and marvellous invention was introduced to the public. It would perhaps be an exaggeration to say that it has revolutionized commerce, but it is not going too far to say that by facilitating commercial intercourse to an extent undreamt of by an earlier generation it has given an impetus to trade hardly less than that caused by the introduction of the telegraph.

The house in question was built by a Mr. Morton, whose grandson, Mr. Foster, conducts at the present day a flourishing wholesale grocery business in Brantford. The house was later acquired by Mr. Bell. It is from the foregoing historic circumstance that the City of Brantford derives its familiar appellation of "The Telephone City." One is glad to learn that the civic fathers of Brantford have ideas of acquiring

the house and preserving it as a national monument.

DUMPING CLAUSE REVISED.

THAT the work of those who have been fighting the anti-dumping regulations tooth and nail ever since their adoption has not been without avail is seen in the official announcement of a revision in the regulations according to which the amount of any advance in the market value of goods between time of their purchase abroad by the importer in Canada and the date of their exportation to Canada shall not be subject to the special duty after November 9, 1904, provided such goods have been exported in the usual course of trade and the actual date of purchase has been established to the satisfaction of the collector of customs by contracts or other sufficient proofs produced for his inspection. It is provided, however, in respect to goods subject to an ad valorem duty that the ordinary duty shall be collected as heretofore on the fair market value of the goods at the time of their exportation to Canada.

COAL TO MEXICO.

IN illustration of the celerity with which trade is opening up between Canada and Mexico, we note Sir Wm. Mulock's approaching visit to Mexico, the completion of the arrangements for direct steamship lines on the Atlantic and Pacific Oceans, and lastly the contract of the Dominion Coal Company to supply Vera Cruz with 25,000 tons of coal.

The manager of that company states that early in October they sent 5,000 tons of coal to Vera Cruz where it was tested by one of the railway systems. This coal proved so satisfactory that the above-mentioned contract was placed. Shipments will be principally from Louisburg during the coming Winter season. This, together with the 75,000 tons contracted for by the Boston and Maine Railway and Halifax and St. John trades should keep the collieries fairly busy until navigation to Montreal opens again.

CANADIANS AND BRITISH INDUSTRIES.

A MOVEMENT is on foot to have Canadian manufacturers to the number of 300 or more visit Great Britain next Summer. The suggestion emanated in the first place from the London Chamber of Commerce, which body in conjunction with certain influential friends in Canada is reported to have already completed arrangements for the entertainment of their colonial visitors in July, 1905.

It would be a difficult matter to estimate the far-reaching influence of such a visit on the commerce, sentiment and patriotism of Canada, especially when it is remembered that her destiny as a nation is largely in the hands of just such men as will go to England as representatives of the Canadian Manufacturers' Association. They have already established the worthiness of the commercial fabric of Canada. At the same time they have learned the value of education, and by this time appreciate the importance of demonstrating to the Englishman what has actually been accomplished as well as what may be accomplished in Canadian manufacturing circles.

The manufacturers will have an opportunity to inspect the finest manufactories of Great Britain and to discuss and decide upon a basis for exchange trade between the two countries. Lord Strathcona has shown a keen interest in the movement, and it is hinted that Lord Brassey who paid such an interesting visit to Canada at the time of the Chambers of Commerce Congress, is giving it his personal attention.

It ought to go far towards removing misconceptions, and strengthening the ties between Canada and the Motherland. It will come, moreover, at an opportune time, as a challenge to the American press which is overflowing with reciprocity talk at the present time in spite of the assurance of the Hon. Geo. E. Foster at a banquet in Boston the other day that reciprocity had become a dead issue in Canada. The English press has recently shown an inclination to indulge in groundless fears concerning Sir Wilfrid Laurier's alleged friendly attitude

towards reciprocity with the United States. The real calamity here, however, is the diverting of public attention to an issue in which Canada has absolutely no interest.

Business Men in Parliament

H. B. Ames, M.P. for St. Antoine, Montreal.

IN the Parliament which will meet in January no more self-sacrificing and zealous worker for the country's weal will be found than Herbert B. Ames, who has been elected to represent the St. Antoine Division of Montreal. Mr. Ames has for several years been closely identified with the reform movement in municipal politics in Montreal, and his services as alderman since



H. B. Ames, M.P.

1898 will stand him in good stead at Ottawa.

Mr. Ames was born in Montreal in June, 1863, the son of the late E. F. Ames, who came to Montreal half a century ago and established what is now the important boot and shoe business of the Ames-Holden Co., employing 325 hands. Mr. Ames graduated from Amherst College in 1885, entering the employ of his father's firm in August of that year, where he rapidly gained a complete insight into the business.

Though still a director of the company and largely interested in its welfare, Mr. Ames has since 1893 devoted himself more particularly to the work of improving the tone of municipal politics in Montreal. He was actively interested in the Volunteer Electoral League, launched in 1892, and in 1898 he became

an alderman for the St. Antoine ward.

In January, 1903, Mr. Ames was elected to the Council of the Board of Trade, a proof of the confidence the business men of Montreal place in his ability. As a member of the board he had much to do with making the Chambers of Commerce Congress last Summer a success. This year he was enthusiastically received in Britain, when, in company with other Canadians, he returned the visit of the British delegates.

His interests extend in many directions. He is a director of the Great Western Life Insurance Co., and of the Dominion Guarantee Co. He is actively interested in the Y. M. C. A. and the Montreal Christian Endeavor Union. He is also a member of the Protestant section of the Quebec Council of Public Instruction, and a governor of the Montreal Dispensary.

OUR WINTER PORTS.

REPORTS from the most reliable sources would indicate that the business to be handled at the ports of St. John and Halifax this Winter will exceed that of any previous year. The sailings have all been fixed and some seven lines of steamers will ply between Canada and Liverpool, London, Glasgow, Bristol, Manchester, Belfast, Dublin and South African ports.

The weakest point, as in previous years, will be the import business. Were all the merchandise brought into Canada to come in via the Maritime Provinces' ports, there would be an enormous impetus given to the shipping interests of these cities. Unfortunately a very large portion of the Canadian import trade passes through United States ports. This is largely due to indifference on the part of importers in Western Canada. So long as they secure their goods they do not seem to care whether they come via Halifax, St. John or New York. Apparently they do not understand that it will be to their ultimate interest to build up our maritime cities.

Many importers hold the idea that for despatch and cheapness the Canadian ports are not to be compared with the big United States ports. In this contention they are wrong. The import business via Halifax and St. John is neither slow nor expensive. On the contrary, it is deserving of the best consideration on the part of importers. If it is found that goods can be brought in cheaper by a United States port, it becomes the duty of the importer making such a discovery to enter a protest to the Government. The Government are not paying subsidies to steamers sailing to our ports for nothing, and they can demand as low a rate on import stuff consigned to western points as may be quoted by steamship companies trading with United States ports.

Is your stock of Canned Fruits and Vegetables complete for Xmas trade?

If not, it is time for you to complete it. We have in store for immediate delivery:

APPLES, 3s.
 " gallon.
 APRICOTS, 3s, IN HEAVY SYRUP.
 BLUEBERRIES, gallons.
 CHERRIES, White, pitted.
 " Red, "
 " White, not pitted.
 " Red, "
 IN HEAVY SYRUP.
 GOOSEBERRIES, 2s, IN HEAVY SYRUP.
 LAWTONBERRIES, 2s, IN HEAVY SYRUP.
 PIE PEARS, gallons and 3s.
 PIE PEACHES, gallons and 3s.
 PINEAPPLES, whole, 3s.
 " grated, 1 3/4 s.
 " sliced, 1 1/2 s, IN HEAVY SYRUP.

PLUMS, Lombard, 2s.
 " Egg, 2s.
 " Greengage, 2s, IN HEAVY SYRUP.
 RED RASPBERRY, 2s, IN HEAVY SYRUP.
 " " gallons.
 STRAWBERRIES, 2 lbs., IN HEAVY SYRUP.
 " " gallons.
 TABLE PEACHES, Yellow Crawford, 2s.
 " " " " 3s.
 " " Lemon Cling, 3s,
 IN HEAVY SYRUP.
 TABLE PEARS, Bartlett, 2s.
 " " " 3s.
 " " Flemish Beauty, 2s.
 " " " 3s.

— FRUITS —

Our last importation of Malaga Table Raisins is in store.

Revise your stock for Christmas trade, for we have full assortment.

The following brands defy all competition:

Lady Layer, Boxes and 1/4-Boxes.

Countess Clusters, Boxes and 1/4-Boxes.

Duchess Clusters, Boxes and 1/4-Boxes and 1-lb. Fancy Carton.

Princess Clusters, Boxes and 1/4-Boxes.

Empress Clusters, Boxes, 1/4-Boxes and 1-lb. Fancy Carton.

NOTE!

Tomatoes and Corn—Price very high.

Canned Peas at very attractive prices.

See if your stock is complete, as demand is very good. Order now, don't wait; see our travellers or write us.

AGENTS for

Mitchell Bros., Glasgow,
Scotch Whiskies.

Mitchell & Co., Belfast,
Old Irish Whiskies.

Ph. Richard, Cognac,
Brandies.

Blandy Bros.,
Madeira and Malaga Wines.

LAPORTE, MARTIN & CIE., Limited

Wholesale Groceries, Teas, Wines, and Spirit Merchants,

MONTREAL.

"SALADA" GREEN TEA VERSUS JAPANS



Perhaps you who have for years been wedded to the sale of Japans may think this a little premature,

But if you will take the trouble to consider this "SALADA" Green Tea question—mark the vast superiority over Japans in leaf and draw—note the entire absence of Dust, Dirt, Chips, or any Adulterant whatsoever—then, if only casually, to look around you, and see what a pronounced success your confreres are making of its sale, we venture to say that even you will be forced to confess that our oft-repeated claims of its ultimate dominating influence in the direction of leadership are more than mere romance—yes, considerably so.

Sealed Packets only—same form, style and prices as the Famous "SALADA" Black Teas.

CORRESPONDENCE SOLICITED.

SAMPLES FURNISHED.

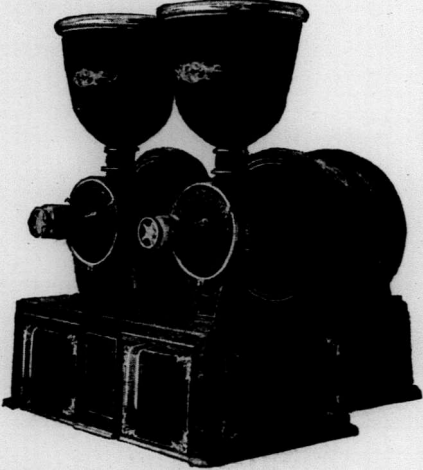
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COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

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

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No. 65.
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.
Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

Drums—6 lbs. starch, 8 drums in a case, a pair of drumsticks with each drum.
Trunks—6 lbs starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Dec. 1, 1904.

Groceries.

SNOW has brought with it a general impetus to business. "The ringing of the bells," said a prominent wholesaler, "means the ringing of coin on the counters." So with good sleighing and Christmas trade already with us, trade may be considered in first-class shape. The Quebec elections were so tame that they scarcely had any effect upon business. Collections are reported poorer than they ought to be. It is thought that elections may have had something to do with this fact. Sugar is still ruling strong with a tendency towards a still further advance. Molasses is quiet and without any special feature though the market is firm and there is a fair demand. Spices are still high and are said to be likely to remain high. The low price of cloves may be continued as the supplies are greater than was at first expected. The coffee market has stiffened a little and the news from the countries of production shows that a rise is in sight. A considerable falling off has been recorded in the daily receipts. In currants the arrivals are in abundance and most of the stocks of dried fruits have arrived weeks ahead of the time they came last year. There has been a slight advance in sultanas, and Valencias have declined. A good business is being done now as Christmas is in the air and briskness rules. In canned goods the market for salmon is very firm and there is a good demand for all kinds of canned meats. Canned fruits are also in excellent demand. Green fruits are active and the first ear of California navels arrived this week consigned to Hart & Tuckwell. Grapes are selling freely and a nice assortment of grape fruit is on the market. Vegetables of all kinds are now on the market in abundance despite the frosty weather and good prices are available. Eggs are a rare commodity now to get fresh, in fact the ridiculous period for eggs is now setting in and new laid, boiling eggs, which are other terms for strictly fresh, will shortly bring as high as 40c a dozen. The flour market remains very firm and the demand is first class.

SUGAR.

The sugar advances of the past ten days have been well maintained and notwithstanding these advances trade has increased and the demand is unusually good. The sympathy with raw sugar is so marked that advances have taken place in refined all over the world. In London, great excitement was reported a short time ago, owing to the unfavorable results arrived at from beet workings. In fact from London it is officially reported that the rise in beet was quite phenomenal. It is believed however, to be a speculative value and one that must break as soon as the speculators wish to realize. At any rate the sugar market locally is very firm and if the prophecies of knowing ones be true now is a good time to buy sugar before it advances more. We quote:

Granulated, bbls.	5 20
" 1-bbls	5 35
" bags.	5 10
Paris lump, boxes and bbls.	5 70
" 1-boxes and 1-bbls.	5 80
Extra ground, bbls.	5 55
" 50-lb. boxes	5 75
" 25-lb. boxes	5 85
Powdered, bbls.	5 35
" 50-lb. boxes	5 55
Phoenix	5 00
Bright coffee.	4 85
" yellow	4 90
No. 2	4 70
No. 1 " bbls.	4 60
No. 1 " bags.	4 50
Raw Trinidad.	3 95
Trinidad crystals.	4 10

SYRUPS AND MOLASSES.

Now is the quiet time for syrups and molasses and certainly there is not much doing. However, the demand has not been bad and the prices have remained very firm with not the slightest tendency to sag. We quote:

Barbadoes, in puncheons.	0 28
" in barrels	0 30
" in half-barrels	0 31
New Orleans	0 22
Antigua	0 25
Porto Rico	0 45
Corn syrups, bbls.	0 02
" 1-bbls.	0 03
" 1-bbls.	0 03
" 38-lb. pails.	1 30
" 25-lb. pails.	0 90
Bbls. per 100 lb.	2 75
1-bbls.	2 75
Eggs	3 00
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz.	35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

COFFEE.

The coffee market is considerably stiffer than it was a week ago and there is now a prospect of a higher market. Mail advices state that the London record for deliveries for the year show a falling off of 54,000 tons. The most that could be made of this has been

utilized by those interested in advanced prices. The figures this year are said to show more accurately the consumption than did those of last year. From Guatamala and Colombo the prices are reported to have advanced and as the receipts have declined in the Old Country further advances are expected.

Good Calcuttas.	0 10	0 10
Choice "	0 11	0 12
Jamaica coffee.	0 10	0 11
Java.	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The spice market is still strong. There is more inquiry for Singapore and white pepper. The spot market is firm. Higher prices are being asked for arrival. A steady business is being done in nutmegs and mace. A slightly firmer feeling has been noticed in Zanzibar cloves, but the arrival market is irregular, the present tendency being towards higher rates. Hemp seed continues to advance in value as difficulty with regard to transport in Russia still exists.

Peppers, black.	Per lb.
" white	0 18 0 22
Ginger	0 25 0 30
Cloves, whole	0 15 0 24
Cream of tartar.	0 22 0 35
Allspice.	0 25 0 30
	0 16 0 19

TEA.

The tea market is flat, but while prices are low, considerable business is being done. Mail advices state that Indian tea has been in active demand and lower descriptions have advanced slightly. Not much change has taken place in the values of medium teas. Some of the Doors and Sylhetts have shown improved qualities. Finer descriptions have met with good inquiry. From Calcutta a report comes that there will be a probable early close of the season and a reduced estimated outturn owing to unfavorable weather. In Ceylons low grades of whole leaf have been sought eagerly. Broken Pekoes have shared a slight advance, while Dusts and ordinary Fannings remain firm. Fine liquoring Fannings are reported scarce. Low priced Congou tea has been in good demand. Some business has been conducted privately in Oolongs in finer grades. Young Hysons and Sow Mees have been irregular. While the tea market locally is remarkably dull, it is acknowledged that it is better than it was last year at the corresponding period.

**CANDIES
MARMALADE
JAMS
PRESERVES**

McGregor

For something specially choice for Xmas trade, send in for an assortment of McGregor goods.

McGREGOR-HARRIS CO.,
Limited.
33 Pearl St., TORONTO

**Turner's Flavoring
Extracts**

Unequaled in quality and strength.

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

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

Japans are in fair demand and prices are firm.

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

CANNED GOODS.

A general firmness has characterized the canned goods market. Salmon continues firm and sellers are not numerous for finest quality. Spot stocks are light and limited. Holders of fine grades of Alaska fish are carrying their stocks until the new year, rather than attempt forcing business at present. Prices for lobsters are slightly firmer, although they are not selling freely. The one pound tall tins are practically out of the market and buyers are turning their attention to the three pound tall tins. Canned meats are slightly easier in price. The demand for canned fruits is not so good. Prices are unchanged.

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

VEGETABLES.

Corn, 2-lb. tins	\$1 20
2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	\$0 82
Fine French Peas	1 30
Sugar beets	\$0 85
2s Asparagus Tips	2 50
2s Beans, Golden Wax	0 80
2s " Refugee or Valentine	0 82
2s " Crystal Wax	0 92
2s Peas, No. 4 "Standards"	0 82
2s " No. 3 "Early Junies"	0 85
2s " No. 2 "Sweet Wrinkled"	0 95
2s " No. 1 "Extra Fine Sifted"	1 30
2s Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in		\$1 15	\$2 20
2, 2 1/2 and 3's			
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's	1 25	2 32 1/2	
3's	3 15	3 67 1/2	
Gallon peaches	3 55	4 50	
peaches		0 72 1/2	
Pumpkins, 3-lb. tins		2 50	
Gal.		1 00	
3-lb. squash		2 20	
2s " not pitted		1 75	
2s " black, pitted		2 20	
2s " white, pitted		2 40	
2s " white, not pitted		2 00	
2s Currants, red, heavy syrup		1 57 1/2	
2s " red, preserved		1 77 1/2	
Gals. " red, standard		4 75	
Gals. " red, solid pack		7 00	
2s " black, heavy syrup		1 75	
2s " black, preserved		2 05	
Gals. " black, standard		5 00	
Gals. " black, solid pack		8 00	
2s Gooseberries, heavy syrup		1 62 1/2	
2s " preserved		1 85	
Gals. " standard		7 25	
2s Lawtonberries, heavy syrup		1 57 1/2	
2s " preserved		1 85	
Gals. " standard		4 97 1/2	
2s Pineapple, sliced		2 25	
2s " grated		2 35	
3s " whole		2 50	
2s Plums, Damson, light syrup		1 00	
2s " heavy syrup		1 30	
2 1/2s " " "		1 57 1/2	
3s " " "		1 85	
Gals. " standard		2 95	
2s " Lombard, light syrup		1 05	
2s " heavy syrup		1 35	
2 1/2s " " "		1 62 1/2	
3s " " "		1 90	

Gals. " standard	3 15
2s " Green Gage, light syrup	1 15
2s " heavy syrup	1 47 1/2
2 1/2s " " "	1 72 1/2
3s " " "	2 00
Gals. " standard	3 45
2s " Egg, heavy syrup	1 52 1/2
2s " " "	1 80
3s " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " preserved	1 60
Gals. " standard	5 11
Gals. " solid pack	8 00
2s " black, heavy syrup	1 35
2s " preserved	1 50
Gals. " standard	4 75
2s Rhubarb, preserved	1 15
3s " " "	1 90
Gals. " standard	2 62 1/2
2s Strawberries, heavy syrup, 1903 pack	1 47 1/2
2s " " " 1904 pack	1 60
2s " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

This is the season when Christmas supplies create an exceptional demand for dried fruits. Supplies of currants are increasing, although there has been a slight scarcity up to date. All kinds of dried fruits have arrived in good condition, and fully two weeks earlier than in former years. Trade in sultanas has improved, and a slight advance has taken place all round. It is reported that the stock of sultanas is not heavy and it would not be surprising to see a further advance in prices. The Valencia market, on the other hand, has fallen flat, caused by the immense quantity offering, and the forcing of sales. Buyers seem to take little interest in the decline in prices, and there has been no rush for Valencias. The trade in muscatels has opened satisfactorily and some attractive parcels have arrived. It is reported from Malaga that the remaining stocks are short, and that buyers who are putting off purchasing with the hope of getting cheaper fruit will be disappointed. In figs it is found that grocers are selling more than the fruit dealers and the trade has hardly been up to the average. The demand for plums and prunes is very good, but no advance has taken place in the price as was expected. We quote:

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 06	0 06
Layers	0 07 1/2	0 07

DATES.

Dates, Hallowees, per lb	0 04	0 04 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 12 1/2
Peaches " "	0 09 1/2
Pears " "	0 12 1/2

MALAGA RAISINS.

London Layers	2 00
" Connoisseur Clusters	2 50
" Royal Buckingham Clusters, 1/2 boxes	1 10
" Excelsior Windsor Clusters " "	4 50
" " "	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07 1/2	0 08
" " seeded, in 1-lb. packages	0 7 1/2	0 09
" " 2 crown	0 05 1/2	
" " 3 " "	0 06 1/2	
" " 4 " "	0 07 1/2	
" " choice	0 07 1/2	
" " fancy	0 08	

Garnier's French Liqueur

(FANCY JARS)

Champagnes Leon Chandon

REGAL
SKY DRY
FIRST QUALITY

**Write for
Quotations**

We extend cordial invitation to the grocery and liquor trade, when visiting Montreal, to inspect our warehouses and wine cellars.

B. O. BELAND

1684 NOTRE DAME STREET

MONTREAL

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,

Zini's Fine Filiatra Currants,

Tarragona Almonds,

Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

cence of dealers to reveal their position it can be assumed that stocks are lower than usual; that this shortage is not very large is certain. A well advertised shortage would mean higher prices; under the circumstances it is likely that there is a shortage but not sufficient to be taken great advantage of. Prices are as follows:

Eggs, new laid.....	0 22	0 23
fresh.....	0 20	0 21
" pickled.....	0 19	0 20

HONEY.

The conditions on this market continue unchanged. The outlook is for a steady trade. Our quotations are:

Honey, extracted clover, per lb.....	0 08	0 08½
" sections, No 1, per doz.....	1 90	2 25
" " No. 2.....	1 65	

BEANS.

No change is reported in the bean market. We quote the following prices:

Beans, handpicked, per bush.....	1 55	1 60
prime, No 1.....	1 45	
" prime, No 2.....	1 35	
" Lima, per lb.....	0 07	0 07½

SEEDS.

Foreign buyers are not showing much interest in the market at present on account of high prices. The outlook is for a brightening up of the trade the beginning of next month, although indications point to an unchanged price list. Our quotations are:

Alsike clover, per bush.....	3 50	6 75
Red clover.....	5 00	6 75
Mammoth clover, per bush.....	5 00	6 75
Timothy.....	1 00	1 35

Green Fruits.

Christmas orders are arriving freely. Mild weather has caused a freer movement of fruit and dealers are hoping that the present weather will continue as it will permit a large movement of fruit liable to damage by frost.

California navel oranges are arriving in good quantities; quality of fruit is exceptionally good, being tender in skin and sweet. The demand for Mexican oranges is strong, owing to the fact that they are cheaper than California stock. Considerable quantities are arriving, and for first shipments the color is unusually good. The price of both Jamaica and Florida grape fruit has become firm. There is a good inquiry for bananas and prices continue unchanged. The strong demand for Almeria grapes continues with large quantities arriving.

Trade in apples on the local market is quiet. The season for sweet potatoes is over and their place has been taken by kiln-dried stock. Canadian grapes and cranberries have been struck off the list as their season has ended. During the week we have added to our list Budds' long keeper cranberries, \$9.75 per bbl., Florida tangerines (half-straps) at \$3.50, and Florida pineapples at \$4.50 per case. Although the demand for

fruit has increased, the price of Mexican oranges, navel oranges and lemons has declined, doubtless owing to the fact that it has yet to reach a normal level. Our quotations are as follows:

Jamaica oranges, per bbl.....	4 50	5 00
per box.....	2 50	2 75
Jamaica grape fruit, per box.....	4 00	
Florida oranges, per box.....	3 50	
Florida grape fruit, per box.....	4 50	
Florida tangerines (half straps).....	3 50	
Florida pineapple, per case.....	4 50	
Mexican oranges, per box.....	3 25	3 75
California navel oranges, per box.....	2 75	3 00
New messina lemons, 300's, per box.....	2 50	2 75
Bananas, large bunches, crated.....	1 25	1 50
Bananas, 8's, per bunch, crated.....	0 75	1 00
Apples, Winter varieties.....	2 00	2 50
Sweet potatoes, kiln dried, per bbl.....	5 00	6 25
Almeria grapes, per bbl.....	8 00	8 50
Cape Cod cranberries, early blacks, per bbl.....	9 25	9 50
" " Budd's long keepers.....	9 75	
Smyrna figs, Eleme, four crowns.....	0 09	0 10
" " five.....	0 10	0 11
" " six.....	0 11	0 15
" " seven.....	0 15	0 10
" " glove boxes, 1-lb.....	0 09	0 10
" " 12 oz. square boxes.....	0 10	0 08
" " Protoben, four crowns.....	0 13	0 14
" " five.....	0 13	0 14
Comadre figs.....	0 03½	0 03½

Eben James, Toronto, has received the following cable from Woodall & Co., Liverpool, dated November 28, 1904: 4,000 bbls. selling; market active; prices steady.

W. B. Stringer & Co., Toronto, representing J. O. Houghton & Co., Liverpool and London, Eng., are in receipt of the following cables from Liverpool, dated November 30, 1904: 21,000 bbls. selling, mostly Americans, demand active. Baldwins xxx 10s 6d to 13s 6d; xx 8s 9d to 10s 3d; Kings, xxx, 19s to 20s; Greenings, xxx, 13s 6d to 15s 6d; xx, 9s to 11s; Golden Russetts, xxx, 12s to 15s; xx, 10s 3d to 13s; Mann in general, 13s 6d.

M. Isaacs & Sons, London, November 28, 1904: Good colored 11s to 13s. Improving tendency.

APPLE SHIPMENTS.

Total shipments from all ports week ending Nov. 26, '04.					
	To Liver-	Lon-	Glas-	Vari-	Total.
	pool.	don.	gow.	ous.	
From Boston.....	25,877	744	13,906	3,335	43,862
New York.....	5,173	5,064	2,404	15,677	28,298
Portland, Me.....	15,225	1,219			16,444
Montreal.....	2,988	4,300	9,990	5,012	22,270
Hull & Co.....	792	10,040	516		11,348
Total for week.....	50,055	21,447	26,816	24,004	122,322
Same week 1903.....	78,721	51,882	24,177	50,013	204,793
Same week 1902.....	54,313	33,820	26,264	39,840	154,237
Total since season opened.....	1,339,759				
Same time 1903.....	2,366,591				
Same time 1902.....	1,416,400				

Vegetables.

The vegetable market continues steady. Cauliflowers of first-class quality are scarce. There is a good demand for parsnips and red cabbage. Prospects point to an advance in onions, and all root vegetables, as soon as heavy frosts set in. Prices continue unchanged with the exception of cabbage, which has advanced 15c. We quote the following:

Head lettuce, per doz. bunches.....	0 25	0 40
Greenhouse lettuce.....	0 30	0 40
Greenhouse radishes, per doz. bunches.....	0 40	0 75
Mushrooms, per lb.....	4 25	
Dry Mint, per doz bunches.....	0 20	
Parsley.....	0 20	
Sage, per doz.....	0 15	
Savoury, per doz.....	0 15	
Carrots, per bag.....	0 50	
Beets, per bu.....	0 50	
Beets, per bag.....	0 60	0 75
Dry Onions, per bag.....	1 50	
Dry Onions, per basket.....	0 40	
Green house water cress, per doz.....	0 25	
Cauliflowers, per doz.....	0 75	1 50

Michigan celery, per doz.....	0 50
Canadian celery, per doz.....	0 35
Vegetable marrow, per doz.....	0 50
Potatoes, per bush.....	0 60
Butter squash, per doz.....	0 75
Parsnips, per bu.....	0 50
Red cabbage, per doz.....	1 00
" " per head.....	0 10
Cabbage, per head.....	0 05
" " per doz.....	0 40
Furnips, per bag.....	0 30
Pumpkins, each.....	0 10
Citrons, per doz.....	0 50
" each.....	0 10
Spinach, per bu.....	0 50

Fish and Oysters.

A better inquiry for frozen stock has caused larger supplies to arrive. The inquiry for oysters has fallen off, owing to change in weather. Shrimps, sea herring, smelts, and Labrador herring have arrived on the market. Prices continue unchanged. We quote:

Halibut.....	0 10
Sea salmon.....	0 12
Whitefish, fresh caught, per lb.....	0 07
Haddock " per lb.....	0 09
Cod, steak " ".....	0 07
Perch " ".....	0 06
Trout, lake, per lb.....	0 09
Herring, lake, per lb.....	0 05
Pike, per lb.....	0 05
Finnan haddie, per lb.....	0 07
Oysters, Long Island natives, per imp. gal.....	1 70
" " Baltimores, per wine gal.....	1 30
" " Standards, per small pail.....	3 97
" " Selected.....	4 80
Ciscoes, per basket.....	1 00
Kippers, per box of 80.....	1 00
Bloaters, per box of 100.....	1 00
Labrador herring, ¼ bbl.....	3 25
" " large bbl.....	6 25
Shrimps, per gal.....	1 25
Sea herring.....	1 00
Smelts, No. 1.....	0 10
" extras.....	0 12½

Grain, Flour and Breakfast Foods.

GRAIN.

During the week Manitoba red and white wheat have declined. Other prices continue unchanged. Trade is brisk in all varieties. We quote the following prices:

All on track Toronto.	
Manitoba wheat, Northern No. 1 new.....	1 04½ 1 05
" " " No. 2 ".....	0 99 0 99½
" " " No. 3 ".....	0 93½ 0 94
Red, per bushel, new.....	1 05½ 1 06
White " ".....	1 01 1 06
Barley " ".....	0 48 0 52
Oats, " ".....	0 35½ 0 36
Peas " ".....	0 73 0 74
Buckwheat " ".....	0 61 0 62
Rye, per bushel, ".....	0 82 0 83

FLOUR.

Prices remain unchanged from last week. The demand is strong, especially for home consumption, and the market steady. Our quotations are:

Manitoba wheat patents, per bbl.....	5 50
Strong bakers ".....	5 30
Ontario wheat patents ".....	5 25
Straight roller ".....	5 00

BREAKFAST FOODS.

Owing to quietness in the oat market and the keen competition of the American trade prices on oatmeal and rolled oats have declined 10c. Other prices remain unchanged. Trade is brisk owing to cooler weather. We are quoting oatmeal in boxes. Our quotations are:

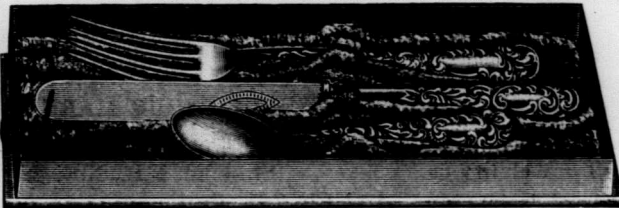
Oatmeal, standard and granulated, carlots, on track, per bbl.....	4 55
Oatmeal in boxes, 100 lbs.....	2 90
" " 50 lbs.....	1 50
Rolled oats, standard, carlots, per bbl, in bags.....	4 00
" " " " in wood.....	4 25
" " " " for broken lots.....	4 40
Rolled wheat, per 100-lb. bbl.....	3 00
Cornmeal.....	3 35
Split peas.....	5 00
Pot barley, in bags.....	3 75
" " in wood.....	4 00

Hides, Tallow, Skins and Wool.

The tallow market is stronger and

"Bee" brand Santa Claus

Christmas presents for everyone who handles "Bee" brand goods.



We will send free to anyone sending us an order for "Bee" brand goods to the value of **\$5.00** one of our heavy plated specially engraved **Child's Set** (as per cut).

For the **wife, daughter, or sweetheart**, with an order for **\$15.00** worth of "Bee" brand goods—one of our filled **Gold Rings**, rim of fine imitation **diamond, opal** or **emerald** centre—one of the nattiest and best rings shown on the market.



RE
DEC 2 1904

With an order for **\$8.00** worth of "Bee" brand goods we will send **FREE** either a beautifully designed **Diamond Brilliant Ring**, two large and six small diamond brilliants, mounted as per cut—this is something exquisite and will be the pride of any lady—



RE
DEC 2 1904

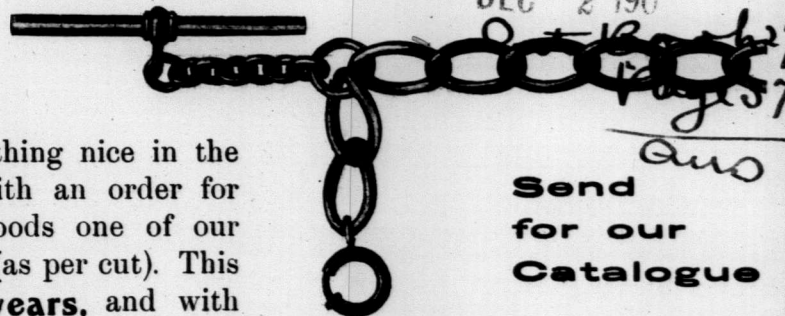
Or



We will send one of our Extra Fine **French Sateen Sofa Cushions**, in assorted colors, 24 inches square, combination down filling—**Just the thing for the good wife.**

RETURNED

DEC 2 190



Send
for our
Catalogue

Every gentleman desires something nice in the way of a **chain**, and we offer with an order for **\$10.00** worth of "Bee" brand goods one of our handsome **Dickens Vest Chains** (as per cut). This chain is guaranteed to wear **10 years**, and with ordinary care will last a life time.

The above are only a few of the many presents we have to offer to those who handle "**Bee**" brand goods. If you are interested write us and inquire as to how you can get presents free.

For particulars and prices of "Bee" brand goods refer to "**QUOTATIONS FOR PROPRIETARY ARTICLES**" in this issue of The Grocer, or write us.

Snowdon, Forbes & Co.,

Montreal

prices have advanced. Our quotations are:

HIDES

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

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " " " "	0 08
" " " " " "	0 09
" " " " " "	0 07
Lamb skins	1 00 1 05

TALLOW.

Rendered Tallow, per lb.	0 04 0 04
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WOOL.

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

Dairy Produce and Provisions.

The provision market continues unchanged from last week. Not one change in price has occurred in smoked meats and lard. The demand remains strong. In the fresh meats business is a little dull on account of the fact that merchants are clearing out their stocks before the big holiday purchases. Spring lamb has advanced a quarter of a cent. We quote these prices:

Long clear bacon, per lb.	0 08	0 08
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 12	0 09
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11	0 12
Shoulder hams, per lb.	0 09	
Bacon, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 08	
" tubs	0 08	
" pails	0 08	
" compounds, per lb.	0 07	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 75	7 75
Veal	8 00	8 50
Hogs, light		6 75

POULTRY.

Receipts of poultry have fallen off appreciably, but to equalize this the demand is not very great. Farmers are too eager to flood the market at holiday time and to let it run short between seasons. No better prices are secured at any time by this means. Hens have developed a little greater strength and ducks are up as high as eleven cents for best qualities. Prices are as follows:

Chickens, spring	0 08	0 09
Hens	0 06	0 06
Geese	0 08	0 09
Turkeys	0 12	0 14
Ducks	0 09	0 11

BUTTER.

The Winter creameries are now almost all under way and receipts of creamery butter are larger accordingly. Dealers have in the majority of cases made their contracts for the Winter season. Prices will not drop but a larger range is quoted this week for solids. Dairy butter also is coming in more freely. Tubs

that are received are all of Summer packing, but there are sufficient offered to warrant quoting. Dairy prices are not just as steady as last week, but no drop is recorded. We quote for this week:

Creamery prints	Per lb.
solids, fresh	0 21 0 22
Dairy prints	0 19 0 21
in tubs	0 17 0 19
large rolls	0 14 0 17
	0 15 0 16

CHEESE.

Events are holding off in the cheese market. The export demand is momentarily smaller, since foreign buyers seem indisposed to buy at prevailing prices in the hope that lower quotations will rule. This will in all probability be short lived, however, as local dealers are firm in their demands and the price is not sufficiently high to lessen materially the consumer's demand in England. Stocks will accordingly soon have to be replenished, and when this is done it will be at the present prices unless some weak dealer is discovered. We quote:

Cheese, large	Per lb.
" twins	0 10 0 10
	0 10 0 11

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 1, 12.30 p.m. (By telegraph.)

BUTTER—Good inquiry. Prices likely to advance. Finest creamery, 20¢ to 21¢; fair to good, 19¢ to 20¢; under grades to medium, 19 to 19¢; western dairy, 15¢ to 16¢.

CHEESE—Finest Ontario, 10¢; finest townships, 10¢ to 10¢; finest Quebec 10 to 10¢; ordinary French cheese, 9¢ to 10¢.

PROVISIONS—No change in prices. Cured meats and lard in good demand. Activity in dressed hogs. Steady prices.

EGGS—Straight gathered stock, 22 to 22¢; cold storage stock quoted at 19 to 19¢ per doz.; No. 2 stock and candied at 17¢ to 18¢ per doz.; selected eggs sold to-day at 21¢ and limed at 20¢ a doz.

CHEESE AND BUTTER EXPORTS.

The export season for the port of Montreal is ended as far as 1904 shipping is concerned, and for the season a distinct falling off has taken place in cheese. The exact figures show that there were 273,304 boxes less shipped this year than there were in the year 1903. The totals for the season from May 1st were 2,112,393 boxes, and in 1903, 2,390,702. For the week ending Nov. 26 and the end of the ocean navigation the exports of cheese were as follows:

Cheese, week ending Nov. 20, 1904.	Boxes.
To Liverpool	7,084
" Manchester	4,112
" Glasgow	1,015
" South Africa	65

Corresponding week of 1903	12,276
	2,526

Butter, the shipments for the week were as follows:

	Packages.
Liverpool	3,163
Manchester	534
South Africa	103
	3,800

The total butter shipments for the season show a decided increase over the corresponding period of 1903, and the exact figures are as follow:

1904	485,458
1903	338,277

EXCITEMENT IN POULTRY.

A slight advance has taken place in poultry of one cent all round. Considerable scarcity is noticed in turkeys and buyers are complaining that they cannot buy at former prices. Sales were made yesterday at 15¢ cents, and in one case a standing offer was made for a huge lot in warehouse of 15 cents. It was refused. Some sales were made at 16 cents, so that the market may safely be quoted at from 15 to 16 cents. This means for fine stock, of course. Old dealers say that this is customary at the holiday season, and they

expect prices to go away up. From the country it is reported that turkeys are scarce, and what there are are firmly held. For chickens the ruling price is from 9 to 11 cents. Fowl generally are held firmly, and white 8 to 8½ cents is the ruling price, the trend is upwards. Ducks seem to be scarce and are selling at 12 cents. Geese are not in such good request, although 8 and 9 cents was paid. The market is certain to be firm from now on, and activity will rule.

TORONTO TRAVELER DEAD.

Mr. A. Weir, traveling salesman for Christie Brown & Co., Toronto, is dead. Mr. Weir formerly covered territory extending from Manitoba and the Northwest Territories to the Maritime Provinces, and was one of the oldest and best known commercial travelers in Canada.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer, St. John, N.B., Nov. 28, 1904.

BUSINESS continues to be very active. Our Winter port business is now in full swing. The outlook is for the largest season's business we have yet had. Large quantities of American grain, pork products and other lines are shipped via St. John. The import business is not all we would wish.

Markets are very firm. Sugar, while not continuing to advance so quickly, is very firm. Cream of tartar is steady at quite full figures. Hops continue high.

Fish.

The high price of dry cod fish is still one of the interesting features of the market. Pickled herring are still high. The season of large demand is about over. Smoked herring are quite plentiful and at the present rather low figures sell freely. Finnan haddies have more attention; there is a large western sale. In fresh fish variety is limited.

Canned Goods.

The American canned corn received gives good satisfaction. It means quite high figures. Tomatoes are firm and will be higher. In other lines fair stocks are held. Oysters are firm and the pack reported light. In salmon the trade are well supplied. Lobsters are high. There is a limited business. Galton apples are low. Other fruits firm. In domestic fish supply seems to be equal to the demand. Prices unchanged.

Green Fruits.

In apples there is a wide range in price owing to the quantity of poor stock on the market. Even the low prices do not prevent western apples in quite large quantities coming into the market. Oranges are freely sold at even prices. Lemons are rather lower and also better quality. Cranberries are freely sold at this season and prices this year are very reasonable. The Malaga grapes offered are particularly good and prices are low.

The Best-Selling Tea

is the most profitable tea---not the tea that seems to be the most profitable by a comparison of costs. The best selling tea, and therefore the most profitable, is

Blue Ribbon Ceylon Tea

In packages only.

The Red Label at 40c. is a 50c. quality by comparison.

PERFECTION is not easily obtainable. In coffees it implies the best conditions of growth, selection and preparation, and the resultant qualities of strength, flavor and aroma. You may safely tell your customers that the name of **CHASE & SANBORN** on coffee means perfection.

CHASE & SANBORN

The Importers, Montreal

MANITOBA GROCERY AND PROVISION MARKETS

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, December 1st, 1904.

CHRISTMAS grocery trade is now in full swing in wholesale circles and a good increase in business is reported. Dried and canned fruits are moving well and the market is reported active for green fruits. Price changes this week are not numerous. Sugar is still the centre of interest and it is maintaining its strong position. Prunes are very firmly held, the small sizes being very difficult to obtain. Canned tomatoes are very scarce and consequently the small supplies on hand are firmly held. No additional supplies of Canadian tomatoes are offering and wholesalers are talking of importing from the United States. Collections are reported to be improving.

Sugar.

The strong position of sugar is still the most interesting feature of the wholesale grocery market. Shrewd judges of the market are not anxious to make any predictions as to its immediate future but one wholesaler remarked that the close of navigation might be expected to cause a further stiffening of prices, as it costs about 10c per ewt. additional to bring sugar to Winnipeg on an all rail route. We quote as follows:

Montreal granulated, in barrels.....	5 75
in sacks.....	5 65
yellow.....	5 15
Wallaceburg, in barrels.....	5 65
in sacks.....	5 55

Evaporated and Dried Fruits.

An increased demand for dried fruits is reported in wholesale circles. Prunes are in a very strong position as some of the smaller sizes are practically out of the market. The large sizes are more plentiful. Raisins are moving freely. We quote:

Trenor's Valencia raisins, per case.....	2 10
Valencia raisins, new, off-stalk.....	2 00
Valencia raisins, layers.....	2 00
London layers in 20-lb. boxes.....	1 90
Prunes, 90-100 per lb.....	0 04
" 80-90 ".....	0 04
" 70-80 ".....	0 05
" 60-70 ".....	0 05
" 50-60 ".....	0 06
" 40-50 ".....	0 07
Currents, uncleaned, loose pack per lb.....	0 05
Filiatras, dry cleaned.....	0 05
" wet cleaned.....	0 06
" in 1-lb. packages, dry cleaned.....	0 06
Dates in cases.....	0 06
Figs, cooking (box) per lb.....	0 05
" (bag) per lb.....	0 04
Evaporated apples (new) 50-lb. cases.....	0 06
" 2-lb. cases.....	0 06

Canned Fruits.

Increased activity in the canned fruit market is reported this week. Prices are reported firm. We quote:

Apples, 3s, 2 doz. cases, per case.....	2 45
Cherries, red pitted, 2s, 2 doz.....	4 40
Peaches, 2s, per case.....	3 75
" 4s.....	5 75
Pears, 2s, F.B. ".....	3 25
" 3s, F.B. ".....	4 25
Plums, 2s, 2 doz. case, per case.....	2 75
" 2 90.....	2 90

Canned Vegetables.

Tomatoes are very scarce and prices of small supplies on hand are being firmly maintained. No additional Canadian tomatoes are coming to hand at present and indications all point to a famine in this particular line. Prices throughout are firm. We quote:

Tomatoes, 3s, 1 doz., per case.....	3 60
Corn, 2s, 2 doz., per case.....	2 50
Beans, 2s, per doz.....	1 80
" 1 90.....	1 90

Canned Fish.

Sockeye salmon now on the market is quoted at \$7 per case and Digby chicks at 15 1-2c to 16c per box. The latter price is a reduction.

Lye.

Gillett's lye recently reduced in price, is now quoted at \$4.10 per case.

Flour.

A slight decline in Nos. 3 and 4 is the only change in the market this week. We quote:

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

Honey.

An active demand for honey is reported at present, the new stock on the market being of fine quality. Prices quoted are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.....	2 00
" 5-lb tins, 12 in case, per tin.....	4 50
" 10-lb tins, 8 in case, per tin.....	1 00
Fancy comb honey, per doz.....	2 40

Cornmeal.

Cornmeal is easier in price this week and a slight reduction will be noted from last week's quotations. The price now is \$1.70 per sack and 80c per half sack.

Rolled Oats.

Rolled oats are also easier this week and some reductions will be noted in the following prices:

80-lb. sacks, per cwt.....	2 10
40-lb. " ".....	2 15
20-lb. " ".....	2 20
8-lb. " ".....	2 50

Green Fruits.

An active market is reported. A car of fancy navel and Mexican oranges is due to arrive to-day. The apple market is very firm now. Northern Spies being very scarce and difficult to obtain. We quote:

ORANGES.

Washington navels, 126's.....	4 25
Extra fancy, 150's.....	4 50
" 176's to 250's.....	4 75
Fancy, 25c per box less.....	3 75
Mexican, 126's.....	4 00
" 150's to 250's.....	4 00

LEMONS.

California lemons, 300's.....	6 00
(10c. off 5 case lots).....	
Washington pears (Winter nellis).....	3 00
Cape Cod cranberries, per bbl.....	9 50
Jersey.....	11 00

APPLES.

Quebec Fameuse, per bbl.....	4 00
Fancy XXX Winter apples (spies) per bbl.....	4 00
Red XXX varieties, per bbl.....	3 25
Greenings, per bbl.....	3 00

GRAPES.

Malaga keg grapes, per keg.....	7 00
---------------------------------	------

Onions.

A large supply of Spanish onions arrived last week and there is no scarcity of the home-grown variety. We quote:

Native onions, per lb.....	0 03
Spanish onions, per case.....	1 75
" large case.....	5 00

Oysters.

Standard oysters are selling at \$2 and selects at \$2.25 per gallon.

Eggs.

Supplies are not very large at present and prices are tending upwards. Fresh gathered are quoted at 30c per dozen.

Dairy Produce and Provisions.

BUTTER.

Very little butter is being received in Winnipeg this week although there has been a slight improvement in this respect. We quote:

Creamery, fresh, per lb.....	0 27
" per lb.....	0 24
Dairy, per lb.....	0 20
" tub, per lb.....	0 16
" 0 18.....	0 18

CHEESE.

Quoted at 10 1-2 to 11c per pound.

CURED MEATS.

Some reductions will be noted in quotations below. We quote:

Hams, per lb.....	0 13
Breakfast bellies, per lb.....	0 13
Breakfast backs, per lb.....	0 10
Shoulders.....	0 08
Picnic hams, per lb.....	0 08
Long spice rolls, per lb.....	0 10
Long clear rolls, per lb.....	0 08
Dry salt backs, per lb.....	0 09
Short spice rolls, per lb.....	0 10

LARD.

Reductions will be noted in prices that follow:

Lard, 50-lb. pails.....	4 30
" 20-lb. ".....	1 80
" 10-lb. ".....	5 45
" 5-lb. ".....	5 55
" 3-lb. ".....	5 65
" compound, in 20-lb. pails.....	1 60

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Nov. 24, 1904.

NORMAL conditions prevail in the markets here this week, with some lines rather quiet. In general provisions there is little change. Flour in the opinion of many of the dealers, has gone to the highest figure, and some are even expecting that a drop will take

place shortly, though it is difficult to know on what they are basing their calculations. Wheat looks as if it would hold up, and with Winter setting in it is too much to expect that a decline will take place. Bacon has gone down slightly, and butter has taken a slight rise.

There is a steady supply of fruit. Navel oranges are coming more freely, and the price has fallen to \$4 per box. Lemons have gone up a dollar per box. The first importations of Malaga grapes are now on the market, and are selling for \$9 per barrel. The first consignment of Japanese oranges has arrived, and are worth from 50c to 60c per dozen. The market should be well supplied with this fruit after the arrival of the next steamer from the Orient. It is in great demand in Winter, and an effort is being made to place them on the markets further east, which have hitherto not been supplied.

Thanksgiving Day of last week and the American date of to-day have created an activity in trade. The supply of fowls is very short. Live turkeys are quoted at 22 1-2c in the market, and at 25c a pound killed, with limited supply at that. Grouse retail for \$1.25 per brace, a prohibitive figure except for those who wish them as a luxury. Chickens still come high, in fact the price for this class varies only slightly.

* * *

The three canneries operated by the company known as the United Canneries were sold by auction last Saturday, the price realized being \$119,500. The establishments were the English Bay, Gulf of Georgia and Scottish-Canadian canneries, which at the time of purchase in 1900 were estimated at \$45,000, \$60,000 and \$80,000 respectively. The purchaser was O. M. Malcolm, with whom are associated G. B. Dodwell and H. G. H. Cannon, who will conduct operations under the name of Malcolm, Cannon & Company.

Mr. John T. Williams, fishery inspector for the Dominion Government in Northern British Columbia waters, has reported that wholesale destruction of sockeyes going up the Skeena River to spawn has been carried on by the Indians. Six barricades and one dam thrown across the streams to prevent the fish from going further were destroyed. It is estimated that 2,000,000 sockeyes were taken by the Indians last year in this manner. This is the most sensational report yet made in connection

There may be Beans on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S
Pork and Beans in Chili Sauce
always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

Just Arrived

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

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

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

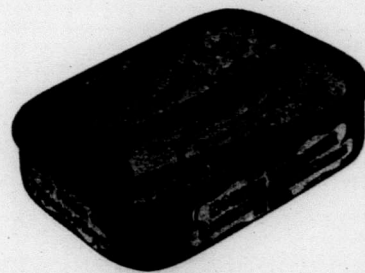
EPPS'S **GRATEFUL. COMFORTING.**

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

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

THE MOST NUTRITIOUS.

COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

Crossed Fish Brand
Norwegian
Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto
British Manfr. Agency Co., Vancouver, B.C.

with the salmon fishing industry. On the Naas River a large obstruction of rock effectually prevents the fish from reaching the spawning grounds above, and every year thousands batter themselves to pieces in a vain attempt to get over.

In the State of Washington a big law-

suit is in the courts, and the battle will be hard fought and far reaching. It is practically a fight against the big fishing combine, which has had a monopoly of the trap business.

* * *

Mr. Thomas Cunningham, provincial fruit inspector, estimates that half a



**THIS SHOWS THE
"HALITUS"**

**THE FINEST VENTILATOR OR CHIMNEY
COWL MADE.**

It gives a positive upward draft under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator. Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates. Read all about them in our catalog.

**METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.**

**Butchers, Merchants and Hide
Buyers**

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

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

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

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

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

The grocer who doesn't
sell

Brock's Bird Seed

usually doesn't sell much
of any kind.

NICHOLSON & BROCK, TORONTO

million fruit trees will be set out in British Columbia this season. Ten years ago he foretold the development of this industry in the province, but little attention was paid to his remarks. Over 60,000 trees have been treated at the fumigation station in this city since the first of the month, and this is only the beginning of the season. Much of this stock comes from Ontario, but a large portion is imported from Oregon. One of the largest blocks to be put in, and that as soon as possible, is that of Stirling & Co., of Kelowna. This company has 300 acres prepared, and has contracted for 200,000 fruits trees of all varieties. The members of this company are experts and have tested the capabilities of the soil of the Okanagan district, and do not hesitate to invest the \$40,000 necessary for the purchase of such a large amount of nursery stock.

In this connection it might be noted that the first payment of \$25,000 has been paid by the Shatford Brothers on the option held by them on the Ellis ranch near Summerland. This comprises several thousand acres and is to be subdivided for small fruit holdings. About \$400,000 or \$500,000 will be required to put the deal through. Offers have been made for the option, and should the present deal fail, other people are waiting to take the project up.

Wholesale dealers in Nelson are enjoying a good trade among the mining and lumbering camps in that vicinity. They lament, however, the fact that eggs have to be imported from Ontario, when there is every facility for chicken raising in the Kootenay, mild weather and reasonably-priced feed.

Six hundred tons of dog salmon has been taken from the Fraser River this week to Victoria for shipment on one of the Blue Funnel liners for Japan.

Steamer Moana, which arrived to-day from Australia, had 500 tons of raw sugar from the Fiji Islands for the refinery.

Dawson market is so long on eggs that the price is not considerably higher than at Vancouver. Last year at this time they were \$18 a crate and 75c a

SITUATION WANTED.

POSITION as traveller for Montreal and district, by salesman with good connections in grocery and confectionery trade. Have made specialty of grocers' sundries for years. Good references. Address—Box 199, care CANADIAN GROCER, Montreal. (49)

**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.

YEARLY CONTRACT RATES.

100	words each insertion, 1 year	.....	\$30 00
"	" " " 6 months	.....	17 00
"	" " " 3 months	.....	10 00
50	" " " 1 year	.....	17 00
"	" " " 6 months	.....	10 00
25	" " " 1 year	.....	10 00

AGENCIES WANTED.

COMMISSION AGENT with AT connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

AGENTS WANTED.

SUTCLIFFE & BINGHAM Limited, "Kkovah" Works, Manchester, Eng., manufacturers of the well known "Kkovah" specialties—jellies, custards, bland manges, candied peel, marmalades, etc.—are prepared to open depots in Toronto and Winnipeg; applicants may hold other agencies, but must be in a position to frequently cover ground allotted, and in regular touch with wholesale and all good retail buyers; only men willing to devote a good proportion of their time and best services, able to provide substantial security covering all the responsibilities of the position, need apply. Terms are:—Fixed allowance and liberal commission, with depot expenses paid. All applications treated in strict confidence. (48)

FOR SALE BY TENDER.

TENDERS will be received until the 8th day of December, 1904, by the undersigned for the purchase of the Doughty Estate Store, in the Village of Cobocok, together with a general stock of groceries, crockery, fancy goods, boots and shoes. A good business has been done, and it is a splendid opening for a good man with small capital. Sale necessary to wind up estate. No tender necessarily accepted. For further particulars apply to McLaughlin & Peel, of the town of Lindsay. (49)

TENDERS will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to \$827.43. The highest or any other tender not necessarily accepted. Terms of sale, \$100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

FOR SALE.

FOR SALE—Old established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (50)

TRAVELLER WANTED.

WANTED—A travelling salesman for one of the largest wholesale grocery houses in the Maritime Provinces. Must have good references, be a first-class salesman and have a good knowledge of the grocery trade. Write P. O. Box 561, Halifax, N.S. (50)

dozen retail, but this year they are \$13 wholesale and 50c retail.

Trade among the merchants in the new town of Ladysmith on Vancouver Island shows a very substantial increase over that of this time last year. Collections are good. The branch of the Canadian Bank of Commerce at that place is to be made independent instead of subsidiary to the branch at Nanaimo.

Employees of the New England Fish Company, who recently went out on strike because of a reduction in wages, have formed a halibut fishing company of their own with capital of \$30,000. It will be a co-operative concern.

MR. JOHN MITCHELL, MONTREAL, DEAD.

MONTREAL has lost one of its well known business men in the person of Mr. John Mitchell, until recently a member of the firm of J. & J. Mitchell, whose death occurred last week. The deceased was born near Dufftown, Scotland, the birthplace of Lord Mount Stephen, in 1830. Coming to Quebec when sixteen years of age, he entered the office of G. B. Symes & Co., at that time the foremost timber merchants in the Dominion. After spending some years there, he came to Montreal, and in 1854, in connection with his cousin, the late Mr. James Mitchell, he established the firm of J. & J. Mitchell, which did a very extensive business with the Maritime Provinces, Newfoundland, the West Indies and the Mediterranean. Since that time Mr. Mitchell has been more or less connected with every movement for the improvement of business conditions in Montreal. He had practically retired from business for the last few years and lived quietly.

He was one of the original members of the St. James' Club, and in company with Mr. David Shaw built the present Thistle Curling Club's rink. On account of serious illness he was forced to retire from active curling some years ago, though he never lost interest in the game, and his name still remains on the rolls as an honorary member.

Mr. Mitchell was twice married. By his first wife he leaves a son, now in business in the Saskatchewan Valley, and a daughter, who is connected with the Montreal Star. By a second marriage he leaves two sons, one of whom is manager of the Bovril Co. in Montreal, the other being connected with the Star.

RETURNED

DEC .7 1904

Cut Book 27

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ans



Selling Ability

is more dependent on the goods you offer than on the salesman. It takes a good salesman to sell poor goods, while the same man selling a quality article will quadruple his sales and do it without returns or dissatisfaction. We offer in our bulk pickles goods that have no superior. We use nothing but the best in vegetables, spices and vinegar. They are known to be the best keepers on the market. Put up in pails, 1 gal., 75c.; 2 gals., \$1.40; 3 gals., \$1.95; 5 gals., \$3.00; 10 gals., \$5.50; or in barrels of 20 or 40 gals., 45c. per gall., Chow Chow, 5c. gall. extra.

THE OZO CO., Limited
MONTREAL.

G. F.

SUTTON

SONS & CO'S

WORCESTERSHIRE SAUCE

ALL QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE

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

Possessing a peculiar pungency from the superiority of its fat is more generally useful than any other sauce.

MANUFACTURED BY

G. F. SUTTON, SONS & CO.

Osborne Works, King's Cross, LONDON, N.

SIXTEEN PRIZE MEDALS AWARDED

FACSIMILE OF LABEL

SAMPLES AND TERMS FREE FOR ASKING

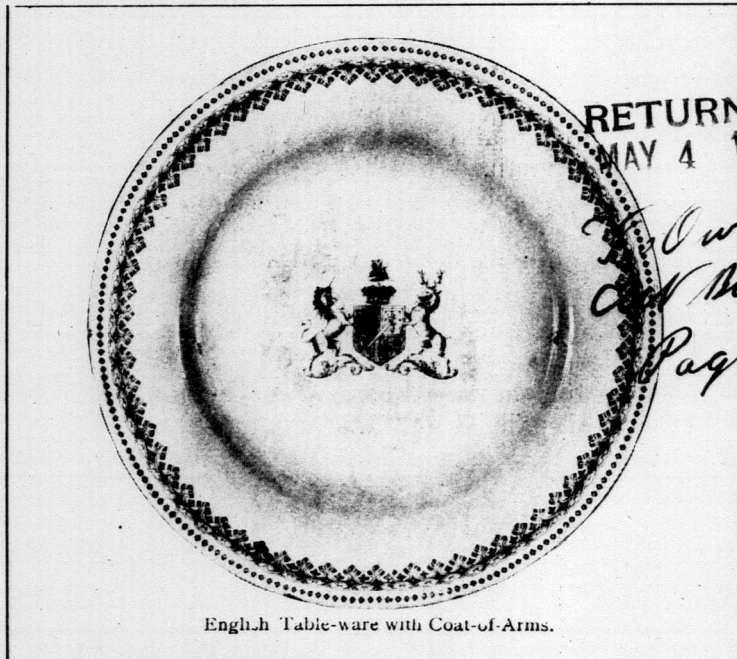
TABLEWARE FOR HOTELS AND FRATERNAL ORGANIZATIONS

BY way of further comment on a line of crockery featured in a recent issue of The Canadian Grocer, namely, plain English tableware with reinforced or welded edges and decoration of monograms, crests, etc., for use in hotels, fraternal organizations, church societies, etc., it may be said for the benefit of intending purchasers that many of the leading clubs, hotels, railway systems and steamship lines in Canada and the United States are using it exclusively because of its durability and distinctive character.

This style of crockery comes from the potter in two ways. In one the mono-

etc., can easily utilize a number of seconds without anyone being the wiser.

By the second process the individual pattern is stamped over instead of under the glazing before the final burning and burnishing. There are no seconds, as in the other process, and it is probably on this account that more of it is used. The only advantage of having the pattern stamped under the glazing is that it lasts longer. According to the latter method the coat-of-arms, etc., will in time become dim and eventually wear off. There is this to be said, however, in its favor, that orders can be handled in smaller bulk, an impossibility in the former; that it is considerably less ex-



English Table-ware with Coat-of-Arms.

gram or coat-of-arms is applied to the clay and burnt in before the glazing process. By this means the pattern is made to last as long as the tableware itself, and is practically ineffaceable. In the process of manufacture there will be more or less seconds or imperfect pieces, and as the coat-of-arms or crest is put on in an early stage articles of crockery coming out of the kiln as seconds cannot be utilized by the potter for any other purpose than for filling an individual order. This means that in ordering crockery of this description the buyer must agree to take all the seconds that come out in getting the requisite number of firsts to fill his order. This, however, need not be an insurmountable difficulty, except where the order is a small one. Hotels, clubs,

pensive, and that the pattern is good for years.

The retail grocer and general merchant in cities and larger towns throughout the country can make no mistake in judiciously following up the possibilities in crockery and china along the line of high-class English tableware with individual monograms, crests, etc. The percentage of the trade handling crockery and china as a side line is steadily increasing. To those who have carefully gauged the possibilities of a high-class crockery and china trade in their particular locality, this line is recommended as an attractive and profitable addition. In days when competition is as keen as at the present time, a merchant requires a special line or two over which he has exclusive control, not only

to rejuvenate trade but to attract new customers, and on condition that they promise good returns, to afford scope for the exercise of a distinctly aggressive policy in building up trade. For a class of our readers best able to group themselves, such a line is English tableware with monograms, coats-of-arms, etc., after the style of the accompanying illustration, which represents one of Maddock's popular patterns as imported by E. W. Klotz, Toronto.

An Unusual Opportunity.

It is not often that a merchant has a chance in the midst of the holiday season, when such goods are in demand, to purchase a line of holiday goods at a special cut price. China dealers are given such an opportunity, however, by the Barnard & Holland Co., Montreal, who have decided to close out the balance of their bisque figures at a big reduction from regular prices. These are not the common, cheap figures frequently sold, but a very superior line of large pieces, making very suitable articles for Christmas presents. It will be noticed that only nine merchants will have the opportunity of securing one of these packages, that being the total number left. Incidentally it may be remarked that this firm have a few, but only a few, assortments of Christmas china left. Anyone requiring such goods will further his own interest in writing for lists.

FUTURE OF CEYLON GREEN TEA.

THE CANADIAN GROCER has received the following communication from C. M. Bernard, agent for Bernard & Co., Yokohama, on the Ceylon green tea situation:
Editor Canadian Grocer:

The Ceylon green tea business has proved an utter failure and resulted in loss to everyone concerned in it. The Ceylon leaf is not adapted to green tea making; it is picked too often and is too hard in consequence, a young tender leaf being required to make green tea. Stocks of green tea in Colombo are being sold at auction for 3 or 4c a pound, and the best use they can make of it is to ship it to Germany, where it is used for making caffeine.

A tea merchant just home from Colombo tells me that he does not think the growing of Ceylon tea will increase, as it has not paid and that a comparatively new industry, rubber planting, is taking its place to a considerable extent, and proving far more profitable. It is expected that shipments of Ceylon green tea to Germany will be increased, as the duty in that country on tea is to be reduced next year from 6d to 1½d per pound.

(Signed) C. M. BERNARD.

Berry Sets	Pudding Sets
Cheesers	Celery Trays
Porridge Sets	Salads
B. and B. Plates	Cups and Saucers
<p>THE JOHN L. Cassidy CO. LIMITED MONTREAL</p> <p>CROCKERY</p>	
C. and B. Trays	Tea Sets
Jardinieres	Fern Pots
Dinner Sets	Toilet Sets
Hanging Lamps	Vase Lamps

THERE ARE ONLY NINE OF THEM LEFT



SO ORDER AT ONCE.

ASSORTMENT FINE QUALITY

BISQUE ORNAMENTS (LARGE pieces)

CONTENTS OF PACKAGES :

	TO RETAIL	
3 Groups, each	\$1.25	\$3.75
2 Fixtures per pair	3.75	3.75
2 " " "	6.00	6.00
2 Groups, each	3.00	6.00
1 " " "	4.25	4.25
1 " " "	4.25	4.25
2 " " "	4.50	9.00
1 " " "	6.00	6.00

Retail price.....\$47.25

We have a FEW very attractive packages of CHRISTMAS CHINA left - NOT MANY.

Regular net wholesale price - - - \$28.58

SPECIAL--\$22.50
per case

BARNARD & HOLLAND CO.
MONTREAL

Last Chance

A further consignment of those handsome

Jardinieres

has arrived and must be cleared out by Dec. 15th; hence the

Special price, \$12 per dozen net

Grand Value

Just the thing for Xmas trade. Can ship any desired quantity on receipt of order.

Don't miss this opportunity.

Orders for Fancy China Import Samples of any given amount will be faithfully executed and good value guaranteed.

E. W. KLOTZ,
24 WELLINGTON ST. W.,
TORONTO.

CANE SUGAR SYRUP

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

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

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

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

TORONTO
HAMILTON
LONDON
WINNIPEG

CANADIAN HONEY

By R. F. Holtermann

CANADIANS are pleased to hear of the good impression created at foreign exhibitions and in the markets of the world by Canadian manufactured and agricultural products.

During recent years the Dominion Government has undertaken to send exhibits to various parts of the world for the purpose of drawing attention to the resources of Canada. During the past year an exhibit of Canadian honey was made at the St. Louis Exhibition, which won a gold medal for display of comb and extracted honey and beeswax. Last July, at a time when the writer was exceedingly busy caring for some 400 colonies of bees, he was requested by the Exhibition Branch of the Department of Agriculture, Ottawa, to collect in ten days an exhibit of honey to be shown in England. Comb and extracted honey was collected from Ontario and Quebec and forwarded in due time. The following letter was received in reply to an inquiry as to the impression made in England by this honey:

Ottawa, Nov. 11, 1904.

R. F. Holtermann, Esq., care Messrs.
Foster & Holtermann,
Brantford, Ont.:

Dear Sir,—Replying to your letter of the 10th inst., I beg to inform you that we took part in the following exhibitions, which were held in the Royal Agricultural Hall, Islington, London: Confectioners', Bakers', and Allied Traders' Exhibition and Market, Sept. 5 to 10; the Grocers', Provisions and Allied Trades Exhibition and Market, Sept. 17 to 24; Dairy Show, Oct. 4, 5, 6 and 7.

At all these exhibitions we occupied 1200 square feet of floor space and put up an exhibit of food products that was an eye-opener to the British public. The honey attracted a great deal of attention and was favorably commented upon by members of the British Beekeepers' Association.

Some of the judges sampled the Canadian honey and pronounced it equal to any on the exhibition.

Yours very truly,

Canadian Exhibition Commission
(Sgd.) per W. H. Hay.

While Canadian beekeepers are looking to foreign markets with much hope-

fulness as an additional outlet for their products, they have done very little to develop the home market to the fullest possible extent. This market, which is the most profitable, is capable of enormous expansion by proper methods, such as bringing more clearly before the people the value of honey as a food, and producing a more uniformly excellent article. Honey varies as much in quality as does butter. One of the most fruitful sources of trouble is the removal of the honey from the hive before it has been ripened by the bee. Maple sap comes from the tree with but a small percentage of sugar, and before becoming fit for food it is evaporated to the consistency of syrup; so nectar is gathered by the bees from blossoms, and before being finally sealed in its cells it is evaporated by the bees by the process of fanning with the wings, so well known to beekeepers. In addition to the process of concentration the bees, while storing and re-storing the honey until it is finally sealed, reduce the article to a partially digested state, making it more readily assimilable than any other saccharine food within the reach of man, and rendering it equal in this respect to the expensive foods which have been treated with pepsin.

The source from which the nectar is gathered has an influence upon the color and flavor of honey, and for this reason great care must be observed in management of the honey. Much injury can be done the goods by storing them under improper conditions; honey should be kept in a dry atmosphere, never in a cellar. As it will draw moisture from the air, exposure should be avoided; storage in air-tight vessels directly after taking from the hive will prevent the absorption of moisture and preserve its delicate aroma. A warm atmosphere is a better place to store honey than a cold, though honey does not deteriorate in a cold dry place. The beekeeper who produces good honey should endeavor to educate the dealer and consumer to judge the goods; much honey has been pronounced adulterated that was pure but unripe when stored, or in some other way of quality. If liquid, honey should be thick in body; a dark honey may possess the true honey flavor and be a good food if of a heavy

consistency, while a clear, light colored honey, if thin and unripe, can never have a good honey flavor and is inferior in food value. Color indicates the source of the honey and is a matter of taste; a pleased palate aids digestion, otherwise there is no difference in the food value between a dark and light honey.

A dealer lacking experience in judging honey cannot make a mistake in buying it in the solid granulated form; only well ripened and well cared for honey will granulate solidly and free from coarse watery grains. The consumption of granulated honey with bread and butter is becoming more popular, and handling in this condition by the retailer is easier than when it is in liquid condition, as the goods can be cut up and sold without the use of vessels for conveyance. The householder who prefers honey in the liquid form can readily convert it by gently heating it.

Until every family of five persons consume at least fifty pounds of honey per annum we should not consider that our Canadian market is developed to its full extent. Honey is heat and energy producing, a carbonaceous food well adapted for our Canadian Winters, and should be used in increasing quantities as we develop the north and west.

Swiss Chocolate Industry.

IN ten years the Swiss chocolate industry has increased tenfold in quality and twentyfold in value, as the following figures will show: Exports in 1884 were 580,000 lbs., value £52,000; exports in 1902 were 5,200,000 lbs., value £720,000; exports in 1903 were 6,500,000 lbs., value £910,000. Britain is the principal market for Swiss chocolate. British importers took in 1903, £400,000 worth of this article. In this connection it is interesting to note that the Societe Industrielle et Commerciale de Lausanne states in its last report that, should Mr. Chamberlain's proposals ever be accepted by the British public, the principal Continental chocolate factories would manufacture a certain part of their output in the United Kingdom. Last year a large Swiss chocolate firm built a branch factory in Paris. This step was taken on account of the tax on sugar having been reduced, according to the terms of the Bruxelles convention. The firm was thus able to compete successfully with the French industry.

Confectionery Notes.

Hamm Bros., biscuit, cake and pastry manufacturers, St. John, N. B., have dissolved partnership. The business will be continued by R. P. Hamm under the old firm name.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocos.

Van Houten's "beats the Dutch."

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

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

HONEY

**DIRECT
FROM
PRODUCER
TO
RETAILER**

WE have 50,000
lbs. Light and
Dark Honey in pack-
ages up to 600 lbs.,
for sale at close
prices.

We can furnish a
plan for greatly in-
creasing your honey
sales, at good profit.

Correspondence
Solicited.

Foster & Holtermann
Brantford, = = Ont.

old
reputation

Attention!

old
reputation

The **BEST**
of

Swiss Milk Chocolates

**KLAUS'S
CHOCOLATES**

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal**
at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

COWAN'S COCOA Maple Leaf Label Our Trade Mark

**COWAN'S CHOCOLATE, CAKE ICINGS,
CREAM BARS,
and COWAN'S famous MILK CHOCOLATE**
are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

Christmas is Coming

and many of you will be
stocking extra heavily in
fancy biscuits and confec-
tionery.

You know we make

PERFECTION CREAM SODAS

—"King of the Castle" Sodas.

Of equal merit are our
Fancy Biscuits

and

Confectionery.

Tell us what you want in
good time.

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

AMONG OURSELVES.

A LEADING Toronto china and
crockery importer, who has won
a name for painstaking thorough-
ness in following up business, tells a
story of how The Canadian Grocer
helped him to land a customer he had
been watching for years. He always
made it a point to keep his probable
customer posted on current prices and
market conditions generally, but appar-
ently without avail. A couple of weeks
ago his man put in an appearance, and
after offering profuse apologies left a
neat order, remarking casually that it
was only after seeing the importer's ad.
in The Canadian Grocer that he mus-
tered up sufficient courage to call.

* * *

Editorial reference was made in a
recent issue of The Canadian Grocer to
a descriptive atlas issued to the trade
by the E. W. Gillett Co., Toronto,
Through the courtesy of the said firm
we have been handed an inquiry for the
atlas in question from Lutey Bros.,
wholesale and retail grocers, Butte,
Montana, who say they are constant
readers of The Grocer and were attract-
ed by the notice.

* * *

Owing to our rapidly increasing circu-
lation it was found necessary during the
week of November 1 to add six new
routes to our already large mailing list.
This means that six extra mail bags
will now be sent out weekly, one of
which is for the foreign circulation, one
for the Maritime Provinces, and the
balance for Ontario and Quebec.

* * *

Mr. R. T. Goodfellow, grocer, of
Prince Albert, Saskatchewan, N. W. T.,
writes concerning The Canadian Grocer
that he has always found it a first-class
trade paper, eminently suited to meet
the requirements of the retailer, and
that no grocer should be without it.

WINONA

A name known all
over Canada. Insepar-
ably associated with
fruit—

THE CHOICEST FRUIT

at that. Our long years
history should stand us
in good stead now that
we are making

**JAMS, JELLIES,
and
SEALED FRUITS
(IN GLASS)**

These goods are not-
able for

**Absolute Purity
and
Highest Quality**

* * *

**E. D. SMITH
WINONA, - ONT.**

We Thank You

for the past year's business with us.

We wish you

a good December.

We wish to assure our customers that all orders now in will be filled on time.

Rush Orders

We hold ourselves ready to fill all Rush Orders, so

Wire, 'Phone, or Mail and we shall see that you get the goods at once.

A. J. STEWART, LIMITED

Makers of
STEWART'S FINE CHOCOLATES
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The best substitute for chocolate
is

CHOCOLATE

and the best chocolate is

MOTT'S

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

J. A. TAYLOR,
MONTREAL.

SELLING AGENTS:
R. S. MCINDOE,
TORONTO

JOS. E. HUXLEY
WINNIPEG.

**GREIG'S
WHITE SWAN
BARLEY CRISPS**

Thin, flaky and light — the very choicest form in which barley can be offered. An ideal food for infants and persons of weak digestion — but can be used for a great variety of tasty dishes.

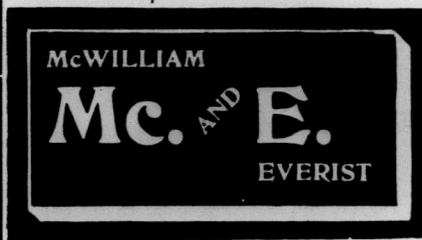
This line won the **GOLD MEDAL** at the World's Fair, St. Louis.

Put up in attractive packages, 3 doz. in a case.

The Robert Greig Co., Limited
White Swan Mills
TORONTO.

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Page No. 58

**Almeria Grapes
Eleme Figs
Protoban Figs
Fard Dates
Hallowee Dates
Sair Dates**



TORONTO, - - ONTARIO
Long Distance Telephone Main 645

**Florida, California,
Jamaica, Mexican and
Valencia Oranges.**

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

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

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

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

GREEN FRUITS

The Olive Industry.

HOW olives grow, where, and the quantity grown, should be of interest to readers of The Canadian Grocer. The consumption of olives in Canada has increased over 600 per cent. during the past five years, principally because it was found possible to utilize this fruit in a hundred different ways directly importations in bulk began. The use of olive oil has become common in this country. In fact it is a poor table on which a bottle of olive oil is not placed. Bulk olives have also become so cheap that almost any pocket can afford them. Some interesting details have recently been published in the New York Sun regarding olives, and are reproduced herewith:

As is generally known, the olive tree holds a large place in Mediterranean industries. Italy produces more olives of fine quality, but Spain surpasses in quantity. The number of trees in Italy is about 100,000,000, while in Spain there are 300,000,000 trees. We may gain some idea of this intensive cultivation of a single kind of fruit when we remember that in 1902 the total number of fruit trees of every kind in Germany was only 164,000,000. The little island of Corsica is one great olive grove; 36,000,000 trees are flourishing there. The olive thrives along nearly all the coasts of the Mediterranean and reaches as far inland in Spain as Madrid. Most of Tunis is a frightful waste, but its olive groves number 20,000,000 trees. When in Tunis a man who owns a thousand olive trees is regarded as a very well to do grower, we may get some idea of the part which the olive plays in the material well-being of Mediterranean countries.

Of course the olive is so important only because it is one of the leading articles of food. Many millions of persons in the Mediterranean lands, as in ancient Greece, eat at every meal a handful of olives, dried or pickled in brine, with their bread. They use olive oil for butter and all animal fats. They dip their bread in it. The Berbers of Algeria sip olive oil as they eat their bread. The people generally use the oil in the preparation of all kinds of food; and while the fruit and oil are leading articles of export, most of the product is consumed in the lands where it originates. The economic importance of the culture is so great that, as in ancient Greece, the planting and care of the olive is a mat-

ter of State concern in a number of the Mediterranean countries.

It may be that the olive will never be so important in other parts of the world; but there is a zone girding the earth in practically the same latitude and at the same elevation where it may profitably be produced. Its cultivation in other countries is increasing. The history of its introduction into Mexico is curious and illustrates the fatuity of the Spaniards in the Columbian era.

Cortez took the tree over to the New World and planted it on the high and dry plateau of Mexico, where favorable climatic conditions were found. Olive trees began to multiply and the fears of Spanish growers were aroused. They said the Mexican crop would certainly put them out of business unless the cultivation of this fruit in the New World was forbidden. So the Government took strenuous action. It placed the olive on the list of agricultural products whose cultivation in Spanish America was forbidden. From that day until the revolution in the early part of the last century, when Mexico threw off the Spanish yoke, no olives were grown in that country. The only olive tree known to exist in Mexico proper in 1810 was in the garden of the Archbishop of Mexico.

After the revolution any one was free to plant the tree, but the Mexicans have never given serious attention to the crop and the republic grows few olives. The industry has had its greatest development in the New World in the United States.

In spite of the Spanish prohibition a considerable number of Franciscan fathers and other missionaries had planted the olive in the mission gardens of California, and when our gold seekers flocked into that region they often wrote home of the olive groves near the Pacific coast. The industry developed very slowly for years and it was only about two decades ago that it began to receive much attention. In 1880 the best Italian and French varieties were imported and some of them are now flourishing; but there have been years of discouragement, for it took time and experience to learn what varieties would thrive best and what soils were most suitable.

Southern and middle California are pre-eminently the home of the olive in America. Santa Barbara County is the region of largest cultivation. The tree grows nearly all over the state, but olives are not a sure crop in the north.

After San of San Fresno, mento, B groves at 1893 as bearing planted. bearing t in 1895 8 olive thri about tw plantatio Angeles, more tha

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After Santa Barbara come the counties of San Diego, Los Angeles, Ventura, Fresno, San Joaquin, Alameda, Sacramento, Butte and Riverside, where the groves are increasing year by year. In 1893 as many as 278,380 trees were in bearing and 328,997 young trees were planted. In 1894 there were 125,000 bearing trees and 1,360,000 young trees; in 1895 800,000 trees were set out. The olive thrives in California to a height of about two thousand feet. The largest plantation is the Sylmar ranch near Los Angeles, which contains considerably more than 100,000 trees.

Tinned Apples Should Have Labels.

A commission merchant in Bristol, Eng., writes that he could place large quantities of Canadian apples in 3-lb. tins if the English consumer were instructed how to use them. Without such information this trade must continue to be limited in the main to restaurants and bakers, who use the apples for pies and stews. One large firm takes 600 cases a season, all to be made into pies. The method of the chefs is first to drain off the liquor in the tins and then to let the apples stand in water before using for pies. The fruit must, of course, be clear and firm, not pulpy or flaky. The merchant in question advises that the 3-lb. tins have labels bearing directions for use as above, otherwise those who use fruit, liquor and all, will find it unsatisfactory.

Fruit Notes.

White & Co., Toronto, have received a number of branches from Mexico bearing oranges, grape fruit and tangerines, for display purposes.

An exhibit of fruit from British Columbia at the Horticultural Society's show in London, Eng., held Oct. 18, consisting of apples, plums, and pears, was awarded the gold medal.

The Nova Scotia Fruit Growers' Association convention will be held at Windsor on Dec. 7 and 8; the Prince Edward Island annual convention will take place at Charlottetown, Dec. 21 and 22.

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How to Accomplish It**

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

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

**HOMER REID
MEAFORD, ONT.**

Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

XMAS ORANGES

We have the finest and best assorted stock of Oranges for Xmas Trade to be had.

**Navel Oranges,
Mexican Oranges,
Florida Oranges,
Jamaica Oranges.**

Xmas Price List issued this week—send for one.

WHITE & CO., Wholesale Fruit and Produce, **TORONTO.**
64 Front St. East.

The "Signal"



**STEWART
FRUIT CO.
CALIFORNIA**

'Phone Main 5672.

61 Front East, **TORONTO.**

NAVELS

The Oranges we offer are up to grade. Our Prices are close. Our Brands are pretty, and make very attractive packages. All-in-all they should have ready sale, and make money for you at the price we ask.—**ENQUIRE.**

W. B. STRINGER & CO., FRUIT BROKERS.

SUGARS LIMITED
MONTREAL.

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

Illustrated price lists on application. They will interest you.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS

EXTRA FANCY

ALSO

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

HUGH WALKER & SON, Guelph, Ont.

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



Manilla Paper | Fibre Paper

SMOOTH, TOUGH, BRIGHT, CLEAN THE TOUGHEST OF THE TOUGH
ALL SIZES AND WEIGHTS ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES
BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

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 **BEST** Grocers
—SELL—
The **BEST** FLOUR



Proven Best by Daily Test

A

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FLOUR AND CEREAL FOODS

Ontario's Grain Crop, 1904.

A FEW years ago it would not have been putting it too strongly to say that Ontario's prosperity depended almost entirely on her grain crops. This is no longer true, since although a bountiful or lean crop undoubtedly affects to a greater or less extent the purchasing power of the farming community, which is the backbone of the country's prosperity, it is now only impaired to a limited degree by crop failure. The reason is because the dairying industry has become so widely spread throughout Ontario, so profitable and such a sure source of income, that combined with the several years of good crops and remunerative prices which Ontario has enjoyed it has enabled Ontario farmers not only to largely reduce the indebtedness on their farms, but in many cases to place a nice balance in the bank.

That 1904 has been a lean year is plainly shown by the final Government report just issued, which estimates the yield of both Fall and Spring wheat in Ontario as probably the smallest in several decades. Even this, in the opinion of a number of the best posted grain men, ought to be further reduced, notwithstanding the fact that the final report reduces its previous estimate on wheat nearly 50 per cent. In their opinion it is still double what the actual fact warrants, especially when you take into consideration the very low average quality of the wheat harvested. They also are of the opinion that the oat crop is nearer 75,000,000 than 102,000,000 bushels, as shown by the report.

The following figures will give our readers an idea of the amount of money which even a poor crop means to the farming community of Ontario, as based on the Government report.

They are the final estimates of the product of the 1904 crop, computed from returns of actual yield made by threshers and an extra staff of correspondents. In most cases the yields are below the forecast of August, 1904:

Fall wheat—605,458 acres, yielding 9,160,623 bush., or 15.1 bush. per acre as against 17,242,763 and 25.9 in 1903.

Spring wheat—225,027 acres, yielding 3,471,103 bush., or 15.4 bush. per acre,

as against 4,650,707 and 18.7 in 1903.

The total value of the wheat crop in 1903 was \$16,420,000, as against at present prices \$11,370,000 in 1904.

Barley—772,434 acres, yielding 21,567,825 bush., or 31.8 bush. per acre, as against 24,378,817 and 34.3 in 1903. Value, \$10,318,000 in 1904.

Oats—2,654,936 acres, yielding 102,173,443 bush., or 38.5 bush. per acre, as against 109,874,053 and 41.6 in 1903. Value, \$29,121,000 in 1904.

Rye—130,702 acres, yielding 2,001,826 bush., or 15.3 bush. per acre, as against 2,970,763 and 16.6 in 1903. Value, \$14,012,000 in 1904.

Beans—50,892 acres, yielding 912,849 bush., or 17.9 bush. per acre, against 978,248 and 18.4 in 1903. Value, say \$1,004,000 in 1904.

Peas—338,260 acres, yielding 6,629,856, or 19.5 bush. per acre, as against 8,924,650 and 21.9 in 1903. Value, say \$3,980,000 in 1904.

Buckwheat—100,608 acres, yielding 2,066,234 bush., or 20.5 bush. per acre, as against 2,049,169 and 21.5 in 1903. Value, say \$3,315,000.

Corn for husking (in the ear)—329,882 acres, yielding 20,241,910 bush., or 61.4 bush. per acre, as against 29,287,888 and 77.3 in 1903. Value, \$5,850,000 in 1904.

The total value of the grain crop of Ontario as given above amounts to over \$66,000,000, based on the Government figures, and even if the estimates of the grain men are correct, as mentioned above, it would still amount to over \$54,000,000, which shows how important the grain crops of Ontario still are to the prosperity of the province.

Hints to Flour Exporters.

FLOUR is one of the lines in which Canada should everywhere excel, says W. A. MacKinnon, Canadian Commercial Agent to Bristol, Eng., and no obstacle exists there in the shape of a public skeptical or unconvinced of the merits of the Canadian product. That difficulty has been overcome by the pioneers in the trade.

Another difficulty equally serious, however, has arisen, namely, the claim that Canadian shipments do not always prove equal to samples on which the orders are given. It should be noted that even if it is in the shipper's power to prove the fault not his or unintentional,

and that he has used reasonable care to prevent it, yet a certain amount of discredit inevitably follows such a dispute. Right or wrong, stories of British importers are apt to be received by their friends to the detriment of the good name of Canada, and of the reputation of her business men. The seller always has most to lose, for buyers are never too plentiful, hence Canadian exporters should use extraordinary care to see that no possible confusion occurs with regard to samples and the shipments which follow them.

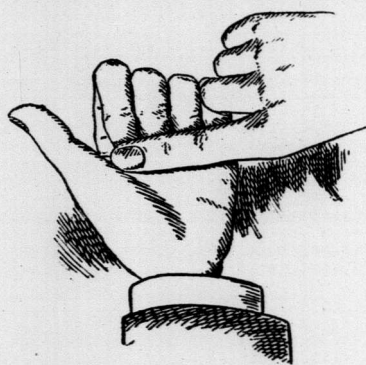
Another complaint is that shipments are not always made in accordance with the terms of the contract. A case in point has recently arisen in which a Canadian firm contracted for a shipment in June, despatched the goods about July 10, and explained that it was "practically a June shipment." Leading merchants are aware how vital a thing is punctuality, time being often of the essence of the contract, but beginners in the export trade sometimes overlook its importance.

Price of Bread to Remain Unchanged.

At the last meeting of the Master Bakers' Association of Toronto it was decided not to increase the price of bread. The matter came up for consideration on account of the recent advances in flour, which have reduced the margin of profit on the manufactured article.

Troubles of Halifax Flour Trade.

The November issue of the Maritime Merchant refers at length to the inconvenience to which the flour trade of Halifax is being subjected at the present time, owing to a deplorable lack of terminal facilities and unfair discrimination in freight rates. In the case of Manitoba flour for export the rate is 21c per bbl. in favor of U. S. ports, with the result that Halifax dealers have to do a large share of their export trade with the West Indies via those ports direct instead of bringing goods to Halifax for transshipment. The seriousness of the situation, as well as the reason for the agitation in favor of a re-adjustment in rates, is readily seen when it is explained that the bulk of the flour trade of Bermuda and a small percentage of the flour trade of



If Ready-For-Serving Cereals

were a new thing, then it might be more readily understood why

Orange Meat

is having such a fine sale. It might be accounted for on the score of novelty. But ORANGE MEAT came on the scene after half a dozen others—when ready-for-serving breakfast foods were no longer a novelty, and it has made its remarkable success on the top of the failures of others. All hail, then, to

Orange Meat

Your wholesale grocer will sell you Orange Meat.

Two sizes—15c and 25c.

15c size, 36 pkges to case, \$4.50 per case, 5 cases and over, freight paid, \$4.40.

25c size, 20 packages to case, \$4.00. Freight paid on 5 cases and over.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

the West Indies is controlled by Halifax houses.

The upshot has been the formation of a flourmen's association in connection with the Halifax Board of Trade, its object being three-fold, namely, (1) to have better facilities provided for handling the trade; (2) to secure fair rates for export trade; (3) to devise ways and means of extending business.

Grain Situation.

DURING the week under review an easier tone has been noticeable in the wheat market. This is not to be wondered at at this season of the year when such large quantities of grain are being marketed. The visible supply for the whole of North America on Nov. 28, 1904, was distributed as follows: Wheat, 35,595,000 bush., an increase of 2,196,000 bush. over the previous week; corn, 1,852,000 bush., a decrease of 360,000 bush. from last week; oats, 24,323,000 bush., a decrease of 92,000 bush. from the visible supply of oats a week ago. Much of the weakness in the speculative market is undoubtedly the effect of manipulation. Outside events, however, have favored speculators' operations. Reports from Russia show a much larger crop than has been counted upon. In Argentina weather conditions have proved to be exceptionally favorable for the maturing crop, although a change in market conditions during the week has had a tendency to stiffen the market.

Locally considerable delay is being experienced in shipping grain on account of a scarcity of cars, particularly in Ontario. The railroad companies require every available car for use in their competitive trade from Chicago to the seaboard, and as a result Ontario grain shippers have to suffer.

During the week a cargo of 80,000 bush. of Manitoba wheat was bought by a Chicago firm, an event unique in the Canadian grain trade in so far as it is the first Manitoba wheat of commercial quality ever bought by Chicago. The wheat in question is a particularly high-grade of No. 1 northern, and is to be used for special milling, in which a higher grade of northern Spring wheat is required than has been raised in the United States this year.

Importations of Manitoba wheat by Minnesota millers have ceased for the present. In the United States wheat liquidation has proceeded in the absence of export trade, and on account of the larger crop movement and increasing visible supplies. Flour has been dull for export and only fair for domestic purposes.

The Canadian flour market, in sympathy with wheat, is quiet, very little export business having been reported during the last ten days.

New Japanese Tariff.

The new tariff in Japan, which came into force on Oct. 1, 1904, affects some of the leading imports of Japan, as follows:

Flour.....	per 100 kins (133 lbs)	60 sen (30c.)
Wheat.....	" " "	16 sen (8c.)
Salmon, salted.....	" " "	94 sen (47c.)
Butter.....	per kin (1½ lbs)	14 sen (7c.)
Condensed milk.....	1 doz. lb. cans,	46 sen (23c.)
Timber.....		5 per cent.

Increase in Grain Acreage.

Government reports estimate the increased area in grain for the Northwest Territories next Spring at half a million acres, owing to the extraordinary open weather up to date. The Territories had somewhat less than 2,000,000 acres in grain this season, and will increase this acreage to 2,500,000 for 1905.

Cereal Notes.

The report is current that the C. P. R. is about to erect at Fort William another storage elevator of three million bushels capacity.

The attention of Canadian flour and cereal exporters is directed to the following proposed changes in the Norwegian tariff:

Rolled oats—Proposal of customs committee, 60c per 220½ lbs.; proposal of Parliament committee, 34.67c.; present tariff, 34.67c.

Pearl barley—Proposal of customs committee, 16c per 220½ lbs.; proposal of Parliament committee, 16c; present tariff, 13.3c.

Oats, whole—Proposal of customs committee, 16c per 220½ lbs.; proposal of Parliament committee, 16c; present tariff, free.

Clover seed — Proposal of customs committee, 8c per 2-10 lbs.; proposal of Parliament committee, 8c; present tariff, 5.34c.

Timothy seed — Proposal of customs committee, 4c per 2-10 lbs.; proposal of Parliament committee, 4c; present tariff, 2.67c.

No change is proposed for whole barley, beans, peas, corn, rye, or wheat flour.

PREMISES ENLARGED.

Wm. H. Dunn, Montreal, has during the past few months had the premises occupied by him for years thoroughly renovated. He has also secured additional space, so that now he occupies an entire building of five floors, the ground floor being used entirely for general offices, private office and sample room. The interior is all neatly finished in hard wood, and certainly ranks as one of the finest office and warehouse premises on St. Paul street, which is saying a good deal. Mr. Dunn has enlarged his premises on four occasions during the past ten years, but he expects the present arrangement will afford him sufficient space for some time to come.

Write or Phone Us

For Prices on

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat. Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

"Going with the tide"

is a good principle—



Follow the trend of your customers' tastes—study their wants—they know what they want—most of them now know that when they require Condensed Milk, they want

Borden's "Eagle" brand
Condensed Milk and
"Peerless" Evaporated Cream



—Get these into store—your customers will buy them—that means profit to you.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, SCOTT, BATHGATE & CO.,

Halifax, N.S. Winnipeg, Man.

W. S. CLAWSON & CO. SHALLCROSS, MACAULAY & CO.

St. John, N.B. Victoria and Vancouver, B.C.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Smoking Shortens Life.

SMOKING shortens the long, lonesome hours into calm, quiet, philosophy. Probably the greatest disturbing factor is to see a sign "Please Don't Smoke," such as are in evidence in the Montreal and Toronto street cars. It seems a pretty hard proposition when no smoking accommodation at all is provided on the street cars. The open cars are no longer in use, so the lover of the weed must walk or stop smoking. It is quite amusing to see the young man trying to steal a puff while the conductor is gathering fares, and sometimes he is enabled to keep his smoke going from one stop to another by a little judicious dodging.

What is very noticeable in the big cities now is the craze for 5c cigars. The swell young man knows where he can buy Havana cigars for 5c. He has a very handsome silver mounted case and he fills it with the "fivers." His friends may not know the difference; in fact it would take an expert to identify some of the very excellent 5c goods on the market to-day. It has tended to develop the cigar business enormously, in fact it has been a boon to the cigar trade. There is comfort for a man in the fact that 5c is not much, so he buys two. Then the artistic seller remarks: We have a cigar, same stock, but twice the value, adding, "A longer smoke." He may then continue: "We are not making these 5c cigars any longer after New Years."

"Why not?" exclaims the customer in dismay.

"Because they are long enough." Two clerks usually fall under the counter especially if the boss has said it.

This is the kind of humor that the average cigar store is guilty of, yet all the while cigars are selling and the output of all kinds of cigars has increased tremendously since the 5c cigar has become popular.

There is one retailer in Montreal who deserves especial mention for his windows. He uses unique cards and recently attracted attention by having a couple of old boots with well worn soles in the window labelled, "Worn out coming for Myers' Famous Special." His other noticeable method is to have 25c pieces stuck all over the boxes, which accentuates five for 25c. He, however, in addition to doing one of the

finest 5c cigar trades in Montreal, does a high-class cigar trade, and he has testified how a really high-class 5c cigar will educate the smoker to use heavier goods as soon as his pocket may be able to afford it.

Tobacco War in Philadelphia.

Considerable guessing has been occasioned, says the New York Journal of Commerce, on account of the latest move of the American Tobacco Co. in closing its Philadelphia agency, which is ordinarily responsible for an annual turn-over of from \$4,000,000 to \$5,000,000. Although it is largely a matter of conjecture, the general opinion seems to be that this is only another concerted move on the part of the trust to obtain control of the tobacco business of Philadelphia. The American Tobacco Co. is also introducing a scheme to restrict the sale of its brands of tobacco to certain jobbers. In order to get his tobacco a jobber must sign a six months' contract for a certain amount at a quoted price. If he wants more trust tobacco before the end of that time he must pay about three per cent. more for it. The ultimate object of the trust is to get the retail trade after all such jobbers are frozen out and it secures control of the market. It will then

deal with the retailer as it is now doing with the jobber, that is, force him out of business and establish its own retail stores.

Death of Toronto Tobacconist.

The Grocer regrets to chronicle in this week's issue the death of Mr. J. W. Scales, wholesale tobacconist, Toronto, which occurred on Nov. 23. Mr. Scales was one of the pioneers in the tobacco business of Toronto, having started in business with his father as early as 1865. Some of the leading tobacconists in the city received their training in the late Mr. Scales' establishment.

Cigarettemakers Abandon Coupons.

That the public is becoming weary of the "coupon craze" is to be seen from the fact that one of the largest manufacturers of Turkish cigarettes in New York City has discontinued the use of coupons, at the same time announcing that he has found it a wiser business policy to present goods to the consumer solely on their merits.

Tobacco Notes.

L. M. Fortier, vice-president of the J. M. Fortier Co., Montreal, has just returned from a successful business trip to the Maritime Provinces. He says

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Getting Near Christmas

Suggest to your lady customers that they buy a box of cigars—not for themselves—goodness, no! But for their husbands—for a Christmas present—or for their fathers—or for somebody else.

Cigars make acceptable presents, if you get the right kinds. Pharaoh or Pebble are the right kinds. We have them in boxes of 25 for the Xmas trade. Get your stock in now, and get your customers thinking about it.

In a 5-center, get **Pebble**; in a 10 center, **Pharaoh**.

You know our standing offer: 1000 cigars, assorted, express paid.
Unsold stock taken back at the end of three months at invoice price.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

The Man Who Smokes

T. & B. Tobacco has all the comfort that the "weed" can yield. He never grumbles.

This is why it is good for the grocer to always sell **T. & B.** Other Tobaccos are likely to produce "kicks" and loss of customers.

10-CENT SIZE IS POPULAR.

Geo. E. Tuckett & Son Co., Limited,
Hamilton, Canada.

the people in the east accorded him every possible attention in trade, and that orders from this quarter are increasing rapidly. The demand for the Chamberlain cigar has doubled within the past year, and is to be attributed partly to the excellence of the cigar and partly to the campaign re preferential tariff which is being waged in the Motherland. It is remarkable how one great current of advertising assists business, and further how strongly co-operative any kind of publicity becomes so long as the name has been made known.

Christmas goods of all descriptions are now on the market in abundance. E.

Mayer, J. A. Mayer and J. A. McNeil, three of the Fortier Co.'s travelers for the Province of Quebec, report an unprecedented Christmas trade. Some novel ideas are to be seen in the form of gifts.

The British Canadian Cigar Co., Kingsville, Ont., have been reorganized into a joint stock company.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

McALPIN'S

SMOKING

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

CHEWING

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT



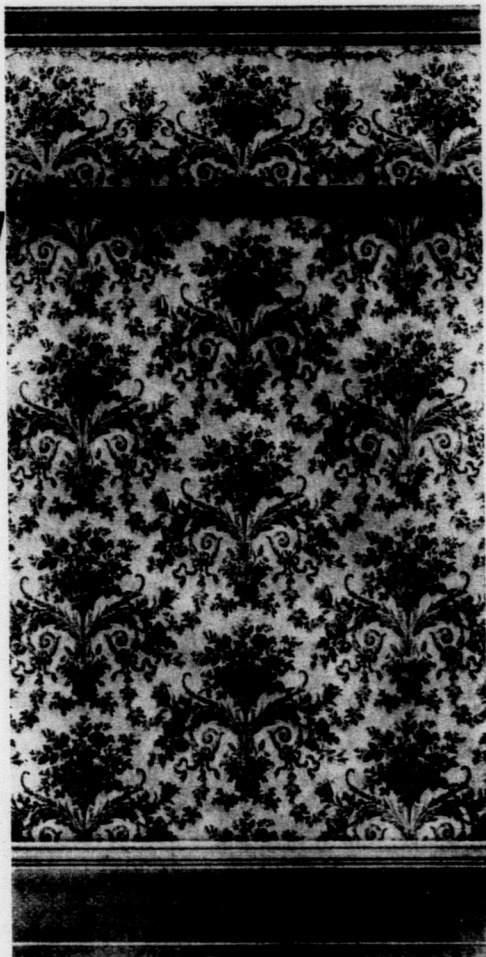
McALPIN CONSUMERS' TOBACCO CO., Limited
TORONTO

RETURN
DEC 2 19
Cut Box
Page 6

WALL PAPER

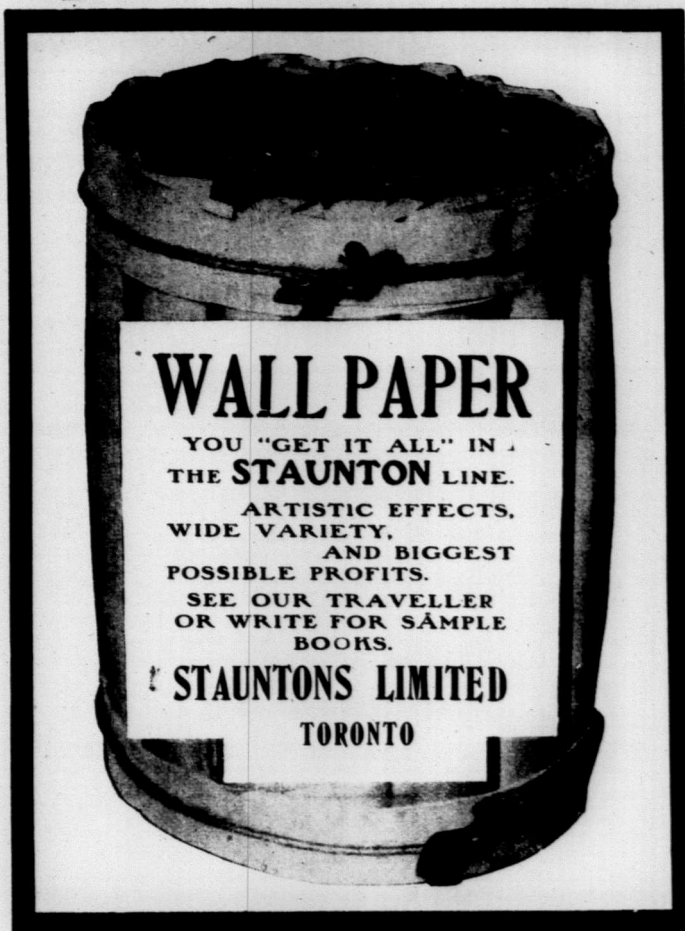
ART IN WALL PAPER.

THE present day belief that good design consists of pattern—pattern repeated ad nauseam—is an outrage on good taste. A wall paper should be a background, pure and simple; that and nothing more. If there is any pattern at all (and a discreet pattern is certainly an enrichment) it ought to be of the simplest kind, quite unobtrusive both in color and also in its motive and shape. The general tone of a wall paper is the important thing to be desired; pattern is a mere trifle in comparison with tone. The art teaching of to-day gives but little consideration to this fact. It follows in the steps of William Morris, a great man, who somehow delighted in glaring wall papers. The kind of



A well-known Louis XIV style of pattern, always in favor for a higher class of wall decoration, especially in self shades. No. 393, shown by The Watson-Foster Co., Montreal.

paper hanging that we need most of all is what may be described for want of a better name as the "tone wall paper." A dozen or so of good patterns—modest patterns, well drawn and unassuming—would be enough, if only they were printed in from fifteen to twenty pleasant tones of any normal color, such as red, green, blue, gray or yellow, the gamut of the color ranging from pale to dark tones. How easy it would then be to choose a wall paper to suit the lighting of a large room! At the present time, when an apartment has to be repapered, the decorator presents for inspection half a dozen thick books filled with samples of profusely patterned papers, so various and so useless that the patient examiner soon



feels distracted. It is seldom that the pattern and the color are right in the same piece; that would be too much to expect. The only thing to be done (and this one thing is not really safe) is to choose a pattern that one has seen elsewhere and liked.

We all know from sad experience, when ill and in bed, what it is to have always in evidence a patterned wall paper, a thing that transforms a wall into a labyrinth of curving lines, by which the mind is fascinated and rendered anxious and feverish. Surely we might be spared this distraction. But if wall papers should be quiet in design and color, how is this principle of quietness to be reconciled with the splendor of tapestry, the most beautiful of all coverings for a wall? The answer to this question is quite simple. Tapestry is a thing apart; it has always, when good, the desired quality of modest reticence, though every square inch of it is full of entrancing interest. It keeps its place flat against the wall and never challenges attention. All painters love tapestry as the most exquisite of backgrounds; even men in black coats and white ties look well against it! But good tapestry is expensive and rare, and to-day one rarely sees a tapestried room. The material is still used in a good many homes, but the modern way is to employ it in strips and pieces, to frame it in woodwork and treat it as a picture. The real tapestried room has become, or is rapidly becoming, a glorious thing of the past. In such a room the furniture is reduced to a minimum. He would be a vandal who placed a sideboard against a fine piece of tapestry; and what person of taste would ever dream of hanging pictures on a wall enriched with this fabric and its silent histories?—The Upholstery Trade Review.

RETURNED

DEC 2 1904

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Page 33
Lans

WESTERN Incorporated 1851
ASSURANCE COMPANY.
FIRE AND MARINE

Head Office Capital - \$2,000,000.00
 Toronto, Assets, over - - 3,546,000.00
 Ont. Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
 FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$2,024,096.02.

LOSSES PAID SINCE ORGANIZATION, \$23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
 Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
 P. H. SIMS, Secretary. and Managing Director

Money

CAN BE SAVED BY MEANS
 OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
 SUCH A POLICY WHILE YOU
 ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
 New Accumulation Endowment Policy
 sent on application.

**Confederation Life
 ASSOCIATION.**

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,
 ACTUARY.

J. K. MACDONALD,
 MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

**THE CANADIAN BANK
 OF COMMERCE.**

Paid-up Capital, - - - \$8,700,000
 Rest, - - - \$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 111 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Nanton, Alta.	Treherne
Dawson	Grandview	Neepawa	White Horse
Edmonton	Innisfail	Ponoka	Winnipeg
Lloydminster	Medicine Hat	Portage la Prairie	North
		Red Deer	

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dumville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelp	St. Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Warton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parishboro	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St. John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York	Portland, Ore	San Francisco.
Seattle, Wash.	Skagway, Alaska	

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.
 A general banking business transacted. Foreign exchange bought and sold

**MANUFACTURERS AND
 MERCHANTS.**

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
 Canada Life Building, TORONTO.

CAPITAL PAID UP, - - \$1,000,000.
 RESERVE FUND, - - 1,000,000
THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
 D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER OLARK, K.C.
 THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.

W. D. ROSS, GENERAL MANAGER.

GENERAL
 BANKING
 BUSINESS
 TRANSACTED

SAVINGS DEPARTMENT
 at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.
 Letters of Credit Issued.

FINANCE AND INSURANCE

IN a compilation of the failures in Canada and the United States during the month of October, Canada, according to the report of R. G. Dun & Co., does not make as favorable a showing as her sister country. Commercial failures during October in the States numbered 888, involving liabilities of \$10,525,278. This is a striking improvement as compared with the corresponding month last year, when there were 1,086 defaults, with liabilities of \$18,387,567. In Canada there were 112 defaults for \$819,840, comparing with 85 failures and \$747,312 liabilities last year, while the increase is still more striking when the comparison is carried back still further, for liabilities were only \$502,183 in 1902 and \$594,070 in 1901. This year's record is good as to manufacturing failures, 24 for \$114,436 comparing with 20 for \$474,248 last year, when two large saw mills and one mine defaulted for a heavy amount. Trading failures numbered 85, with liabilities of \$547,963, against only 62 defaults for \$269,476 a year ago. Last month's total was swelled by a large hardware suspension, and the losses in general stores were exceptionally heavy. Other commercial failures numbered only three, but provided \$157,441 liabilities, owing to the suspension of a stock broker in Nova Scotia. Last year there were also three suspensions in this class, but the amount involved was only \$3,588.

ANOTHER satisfactory half-yearly report has been issued by the Sovereign Bank of Canada. The statement shows an increase as compared with a year ago of \$2,800,000 in deposits, \$2,300,000 in loans and discounts; an increase of \$600,000 in cash and bank balances, or 100 per cent., and an increase in total assets of \$3,000,000. The report states that the circulation of the bank is practically up to the legal limit, and the figures generally represent an unprecedented growth, which not only reflects credit on the management of the Sovereign Bank, but is an evidence of the prosperity of the country. The bank shows \$3,375,000 of immediately available assets, or over 50 per cent. of its liability to depositors. The whole showing is a credit to the directors and management and must be very satisfactory to the shareholders of the Sovereign Bank.

ON January 1 the First National Bank of Chicago will put into operation a new scheme of bank management, the working out of which will be watched with keen interest by bankers. The scheme contemplates the specialization of the various large branches of trade represented by its deposit item. Under the new system the various lines of business will be divided in the bank's classification into groups and divisions. There are to be seven groups and twenty-six divisions. One group will include such divisions as collateral stocks and bonds, grain, flour and feed, meat products, leather, wool, live stock commission and coal. Another group will include dry goods and all branches of the clothing trade, and still another will take in agricultural implements, iron and steel products, lumber and furniture and manufacturing sundries. The customers of the bank will be classified according to this grouping of the lines of business they follow. Under the present system the customers of

the bank are classified in an arbitrary alphabetical way. The main object in making the change is to minimize the bank's losses. The second is to increase its business. There will be a departmental system for handling the business of its customers with a view to making the official staff a group of specialists in the various lines of trade and industry that are followed by people who do business with the institution.

MOLSONS BANK annual statement is a satisfactory one. The net profits for the year were \$457,290.72, affording dividends as usual, at 9 per cent. and \$150,000 for the reserve fund, which is now equal to the whole paid-up capital of \$3,000,000. Next year the Molsons Bank will reach its 50th anniversary. Its record in all the time of its existence has been one of conservative and careful management and sustained well doing for its shareholders.

NOTES.

The Sovereign Bank has opened a branch at Arkona, Ontario.

Mr. L. Bolster, formerly manager of the Toronto branch of the Sovereign Bank, is dead.

The Canadian Bank of Commerce is opening a branch in Brandon. This is the seventh chartered bank represented there.

Mr. C. A. Gray, manager of the Union Bank, Windsor, N.S., has been appointed manager of the branch at Port of Spain, Trinidad.

The Bank of British North America has started to keep its new St. John, N. B., branch open from eight to ten o'clock on Saturday nights.

Mr. D. R. Wilkie, vice-president and general manager of the Imperial Bank of Canada, has been elected as a director of the Confederation Life Assurance Company.

A rumor has gained currency that the Metropolitan Bank of Toronto, the People's Bank of Halifax, the People's Bank of New Brunswick and a Prince Edward Island bank will amalgamate under the name of the Alliance Bank of Canada, with a capital of \$5,000,000.

The Standard Loan Company, of Toronto, has absorbed the Huron and Bruce Loan and Investment Company, the head offices of which are at Goderich, Ont. During the past year the Standard has effected amalgamation with two other companies, the Aids Savings and Loan Company, and the Ontario Loan and Investment Company, Limited, both of Toronto.

At its meeting in Toronto on November 11 the Canadian Bankers' Association re-elected the following executive:—President, E. S. Clouston, of Montreal; vice-presidents, Duncan Coulson, Toronto; Geo. Burns, Ottawa; H. Stikeman, Montreal; M. J. A. Prendergast, Montreal. Council: B. E. Walker, Toronto; Thomas Fyshe, Montreal; D. R. Wilkie, Toronto; Thos. McDougall, Quebec; James McKinnon, Sherbrooke; W. E. Staven, St. John, N.B.; G. N. Balfour, Quebec; P. A. Lafrance, Quebec; S. P. Reid, Toronto; T. G. Brough, Toronto; E. L. Pease, Halifax; D. R. Clarke, Halifax; H. S. Strathy, Toronto.

FREIGHTS AND CHARTERS

NAVIGATION for ocean traffic from Montreal has ended for the season, and now the attention of shippers will be devoted almost exclusively to St. John, N. B., Halifax, N. S., and Portland, Me. While there is great rivalry as to the steamers there is a uniformity of rate from these three terminal points. The rates quoted herewith include all three ports. The rates for South Africa are appended also, which shows an awakened interest in the new colony. It may be noticed that the prices of shipping canned meats to Capetown and Port Elizabeth are precisely

for Canadian manufacturers. In quoting South African rates the abbreviation "MT" means measurement, and "C.S." cold storage. Butter and cheese are quoted at 80 shillings, which would appear remarkably cheap when the distance to be covered is remembered. It may further be added that there is no primage on shipments to South Africa, such as is noted on West St. John goods.

At the several large shipping offices there is jubilation as grain rates have advanced slightly, and the amount coming forward is becoming encouragingly

The St. John service promises to be exceedingly prompt and efficient, and excellent Winter freight business is anticipated.

Freight via C. P. R.

Assistant Freight Traffic Manager Bulling, of the C. P. R., has issued a circular to the effect that on and after December 1, freight for Prince Edward Island via Point du Chene and Pictou, will be accepted only subject to delay, though it will be handled from these points as long as weather permits. As navigation from Pictou is

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	Rotterdam.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	*11/6	*12/6						
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	*12/	*12/6						
Canned meats, fish.....	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/						
Provisions.....	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/						
Tierces lard.....	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/						
Pail lard.....	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/						
Butter.....	*15/	*25/	*25/	*30/	*15/		*80/c.s.						
Cheese.....	*10/	*20/	*20/	*25/	*10/		*20/c.s.						
Eggs in c. s. (meas't).....	*10/	*15/	*15/	*15/	*10/		*40/c.s.mt.						
Clover seed.....	*10/	*10/		*15/	*10/	*15/	*15/						
Cotton.....	†15c				†15c								
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.						
Meas't goods.....	†Fine20/ 7/6		†Fine20/ 12/6	†Fine20/ 12/6	†Fine20/ 10/	†12/6	†15/						
Leather sole.....	*20/	*25/	*25/	*30/	*20/	*22/6	*25/						
Leather finish.....	*15/	*20/	*20/	*20/	*15/	*17/6	*20/						
Lumber, hard.....	* 8/	†10½c	*12/6	*14c	* 8/	*15/	*15 m't						
Lumber, soft.....	* 9/	†12c	*15/	†16c	* 9/		*17/6 m't						

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation**. When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mds. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

the same as to Dublin, while for flour they are only 6d per sack more. Thus with two lines subsidized, namely the Furness Withy and the Elder Dempster, a monthly service will be managed to South Africa. This should tend to stimulate exports and business men should be aroused to the actual and possible outcome of trade with South Africa. Canadians, it is believed, have neglected this point for freight, and only recently The Canadian Grocer was informed by a well known merchant of Capetown, a Mr. Jagers, that an immense trade could be done if only more commission agents were appointed to act

large; rates are, however, very much the same as they were last season at the corresponding period. In fact, notwithstanding the dull Summer, the different companies have taken precautions to suit their service to the demands, and as soon as the demand increases steamers will be available.

New charters have been rare this week but some special boats are promised for St. John in a couple of weeks. In connection with the G. T. R. from Portland six steamers will keep up a weekly service to London; three to Glasgow; two to Bristol and Avonmouth dock; seven with Liverpool.

usually open longer than from Point du Chene, freight may be re-shipped from this latter point subject to additional charge, and any freight on hand after the close of navigation will be forwarded by Government steamer.

A New Cartage Co.

The Lilley & Cameron Cartage Co., Montreal, has been organized, with the following board of directors: R. A. Brock, W. A. Lilley, D. E. Cameron, J. J. Riley, jr., and W. L. Bond. W. A. Lilley is president; R. A. Brock, vice-president; and D. E. Cameron, secretary-treasurer.

Decem
B
E
depart
Quota
etc., are
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Cook's
Size 1,
" 10,
" 2,
" 12,
" 3,
Pound
12-oz. t
8-lb.
Dian
1-lb. tir
1-lb. tir
1-lb. tir
Cases
4 doz..
3 doz..
3 doz..
1 doz..
3 doz..
3 doz..
3 doz..
3 doz..
1 doz..
1 doz..
MA
MA
MA

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 1, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 2, in 4 doz. boxes.....	2 10
" 3, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
4-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 30
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
2 doz.	12-oz.	3 40
3 doz.	16-oz.	4 45
1 doz.	16-oz.	4 35
1 doz.	2-lb.	10 40
1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2-lb.	4 10
1 " "	5 " "	7 30
1 " "	6 " "	8 45
1 " "	12 " "	14 85



JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case.....	\$0 40
" 4 " ".....	0 75
" 3 " ".....	1 25
" 2 " ".....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case.	75

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$ 1 00
" 1 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—DIME.

Sizes.	Per Doz.
1 lb.	1 50
6 oz.	2 30
1 lb.	2 90
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

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. per doz.....	\$2 25
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HOME BAKING POWDER, CO., MONTREAL.

Home Baking Powder, Co., Montreal.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER.

Cases of 48-5c. tins \$0 45
" 48-10c. tins 0 75
" 24-25c. tins 2 25
" 48-25c. tins 2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case.....	\$3 50
10 oz. " 3 doz.	4 00
16 oz. " 4 doz., per doz.	2 25

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.....	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross.....	1 25
" " in paper boxes.....	0 02
according to size.....	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb.	10

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.	



JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

BORAX.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 12 oz., cases, 40 ".....	3 25
" " 16 oz., cases, 40 ".....	4 25

BAGLE BORAX.

Cases of 5-doz. 5c. packages.....	\$0 45
" 5-doz. 10c.	0 55

Brooms.

UNITED FACTORIES, LIMITED. doz. net.	
Boeckh's Bamboo Handles, A. 4 strings.....	\$4 75
" " " " B. 4 ".....	4 40
" " " " C. 4 strings.....	4 10
" " " " D. 3 ".....	3 25
" " " " E. 3 ".....	3 25
" " " " F. 3 ".....	3 25
" " " " G. 3 ".....	3 25
" " " " I. 3 ".....	3 25

Cereals.

Wheat Oat, 2-lb. pkgs., per pkg.	0 05
" 7-lb. cotton bags, per bag.....	0 15
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	" 3 50
" 1-lb. tins.....	" 2 00
" fancy tins.....	" 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	2 55

The Best of all Starches.

45 years ago we made the best Starch in Canada, we make it even Purer to-day. That is why the Canadian consumer buys it, that is why the Canadian merchants prefer to sell

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared Corn"

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Coupon Books—Allison's.

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and num 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
doz. packages (12 to a case)	0.75
doz. packages (12 to a case)	0.95

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0.90
8-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.	Per gross.
Knox's Gelatines	\$16.75
Robinson's patent barley	1-lb. tins \$1.25
" "	1-lb. tins 2.25
" "	groats 1-lb. tins 1.25
" "	1-lb. tins 2.25

" "	Per doz.
" "	5 doz., at. \$ 1.40
" "	1 doz., at. 1.45

Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz.
Frank Magor & Co., Agents.	
Orange marmalade	\$1.50
Clear jelly marmalade	1.80
Strawberry W. F. jam	2.00
Raspberry " "	2.00
Apricot " "	1.75
Black currant " "	1.85
Other jams	\$1.55
Red currant jelly	1.90

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$0.85
2-lb. tins, 2 doz. in case	1.60
5 and 7-lb. tin pails, 8 and 9 pails in crate	0.06 1/2
7 and 14-lb. wood pails	0.06 1/2
30-lb. wood pails	0.06 1/2
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0.95
2-lb. tins, 2 doz. in case	1.60
7 and 14-lb. wood pails, 6 pails in crate	0.06 1/2
30-lb. wood pails	0.06 1/2
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1.45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0.09
7, 14 and 30-lb. wood pails, 6 pails in crate	0.09

BRAND & CO.

Brand's calf's foot	\$3.50
Real turtle jelly	7.75

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0.40
Fancy boxes (36 or 50 sticks)	per box 1.25
"Ringed" 5-lb. boxes	per lb. 0.40
"Acme" pellets, 5-lb. cans	per can 2.00
" (fancy boxes 40) per box	1.50
Tar licorice and Tolu wafers, 5-lb. cans	per can 3.00
Licorice lozenges, 5-lb. glass jar	1.75
" " 20 5-lb. cans	1.50
"Purity" licorice 10 sticks	1.45
" " 100 sticks	0.75
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3.60
3 cases	3.50
5 cases or more	3.40

Matches.

UNITED FACTORIES, LIMITED.	Per case.
Surelight (Parlor)	\$3.50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3.80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	\$5.75	\$5.50
Best	3.50	3.25
Crown	1.70	1.60
Maple Leaf	1.90	1.80
Knights	4.75	4.50
Sulphur—		
Club	3.90	3.70

Mince Meat.

Wethey's condensed, per gross net	\$12.00
per case of doz. net	3.00

Mustard.

COLMAN'S OR KERN'S.	
D.S.F., 1-lb. tins	per doz. \$1.40
1-lb. tins	2.50
1-lb. tins	5.00
Durham 4-lb. jar	per jar. 0.75
1-lb. jar	0.25
F.D., 1-lb. tins	per doz. 0.85
1-lb. tins	1.45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0.35
1-lb. tins	0.35
1-lb. tins	0.32 1/2
4-lb. jars	per jar 1.20
1-lb. jars	0.35
Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0.25
1-lb. tins	0.25
1-lb. tins	0.22 1/2
4-lb. jars	per jar 0.70
1-lb. jars	0.25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

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

Pickles.

STEPHENS'.	
A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$1.30
Corked	1.90

Soda.

COW BRAND.	
Case of 1-lb. containing 60 pkgs., per box	\$3.00
Case of 1-lb. (containing 120 pkgs.) per box	\$3.00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3.00
Case of 5c. pkgs. containing 96 pkgs., per box	\$3.00



MAGIC BRAND.

Per case.	
No. 1, cases, 60 1-lb. packages	\$2.75
No. 2, " 120 1-lb. "	2.75
No. 3, " { 30 1-lb. " } 2.75	
" { 60 1-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.25
5 cases	2.75
"BEE" BRAND.	
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case \$3.75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.	
Maypole soap, colors	per gross \$10.20
" " black	15.20
Oriole soap	10.20
Gloriola soap	13.00
Straw hat polish	10.20

RABBITT'S.

Babbitt's "1775"	
6-oz. pkgs. \$3.50 per box.	5 boxes freight paid and half box free.
Babbitt's "Best" soap, 100 bars	\$4.10 per box.
Potash or Lye, lbs	
each doz., \$3 per box.	WM. E. DUNN AGENT.



A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

"Prince of Wales"

MOCHA & JAVA COFFEE

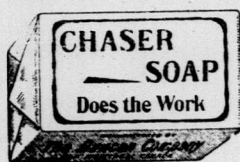
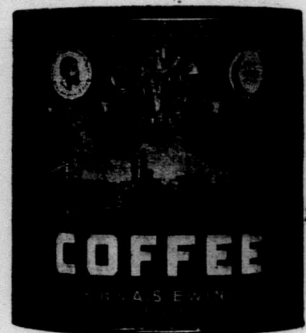
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL.



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10
5 per cent. 10 days or 60 days acceptance.	

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	\$0 06
No. 1 " " 3-lb. "	0 05
Canada laundry, 4-lb. "	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07
Silver gloss, 6-lb. tin canisters.	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal.	0 06
Benson's satin, 1-lb. cartons.	0 07
No. 1 white, bbls. and kegs.	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel, per box 1 25 to 2 50	
Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 07
Canada Pure Corn	0 05
Rice Starch—	
Edwardburg No. 1 white, 1-lb. car.	0 10
Edwardburg No. 1 white or blue, 4-lb. lumps.	0 08

BEES STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. \$ 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb. \$0 05

Ame Gloss Starch—

1-lb. cartons, boxes of 40 lb. 0 05

Finest Quality White Laundry—

2-lb. Canisters, cases of 48 lb. 0 04

Barrels, 200 lb. 0 05

Kegs, 100 lb. 0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb. 0 07

6-lb. toy trunks, 3 in case. 0 07

6-lb. enameled tin canisters, 3 in case. 0 07

Kegs, ex. crystals, 100 lb. 0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb. \$0 07

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case 2 50

Celluloid Starch—

Boxes of 45 cartons, per case. 3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb. 0 05

No. 1 Brantford Prepared Corn—

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

Crystal Maize Corn Starch—

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

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb. 0 07

Durham corn starch, 40 lb. 0 05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb. 0 06

" " 3-lb. cartons, 36 lb. 0 05

" " 200-lb. bbl. 0 06

" " 100-lb. kegs. 0 05

Canada Laundry, 40 to 48 lb. 0 05

Ivory Gloss, 6-8 family pkgs., 48 lb. 0 07

" " 1-lb. fancy, 30 lb. 0 07

" " large lumps, 100-lb. kegs. 0 06

Patent starch, 1-lb. fancy, 28 lb. 0 07

Akron Gloss, 1-lb. packages, 60-lb. 0 05



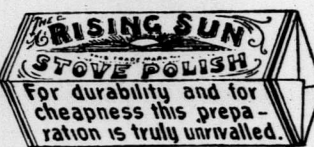
OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

"BEE" BRAND CORN STARCH. \$3 00

San Toy Starch— 10c. pkgs, cases 5 doz., per doz. 1 00 less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



D'JINN, AGENT.



Enameline stove dressing, per doz. 0 70

"ORON" BRAND PERFECTION SYRUP.

Enamelled tins, 3 doz. in case \$3 40

Plain tins, with label—

2 lb. tins, 3 doz. in case. 1 90

5 " " " " " " 2 35

10 " " " " " " 2 25

20 " " " " " " 2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case. \$4 40

1 gal. tins, round, 12 in case. 4 50

1 gal. tins, round, 24 in case. 4 60

SMALL BRAND—Standard. Per case.

1 gal. tins, square, 6 in case. \$4 70

1 gal. tins, round, 12 in case. 4 90



Teas.

SALADA OYLON.

Wholesale. Retail.

Brown Label, 1's. \$0 20 \$0 25

Green Label, 1's and 1/2's. 0 21 0 25

Blue Label, 1's and 1/2's. 0 23 0 30

Red Label, 1's and 1/2's. 0 30 0 40

Gold Label, 1's. 0 44 0 50



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1/2-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb. \$0 35

" " 60 1/2-lb. } 0 35

" " 120 1-lb. } 0 35

LUDELLA OYLON, 1's AND 1/2's PKGS.

Blue Label, 1's.	\$0 18	\$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 22	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's.	0 40	0 60

"ORON" 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. MAROEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes. \$0 42

" " II 40-lb. boxes. 0 40

" " III 80-lb. boxes. 0 36

EMD AAA Japan, 40 lb "at. 0 32

" " AA 40 0 30

Blue Jay, basket fired Japan, 70 lbs., 0 27

"Condor" IV 80-lb. " 0 32

" " V 80-lb. " 0 27

" " XXXX 80-lb. boxes. 0 23

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



LIPTON'S TEA (in packages).

1 lbs. & 8oz	
Color of 1/2 lbs. & 1/4 lbs. for Label.	per per lb. lb.
Ceylon-India, Ex. oh't A Yellow 45	.. 70
" " B Red 40	.. 60
" " No. 1 C Pink 35	.. 40
" " 3 C Orange 30	.. 40
" " 4 C L. Blue 25	.. 30
" " 5 C L. Green 20	.. 25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4s, 5s, and 10s. \$0 20

Amber, 5s. and 10s. 0 20

Chewing—Star, bars, 10oz. 0 45

" " Boba, 5s. and 10s. 0 44

" " 10s. or bars, 6s. 0 44

" " Currency, 12 oz bars, 12s. 0 47

" " 6s. and 12s. 0 47

" " Old Fox, narrow, 12s. 0 47

" " Snowflake, 12oz bars, sp'd'd 0 51

" " Pay Roll, 7s and 6s. 0 53

" " Fair Play, 8s. and 12s. 0 53

Vinegars.

E. D. MAROEAU, 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-cask, 25 gals. \$5 45 \$10 25

" " cask, 60 " 10 25 23 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 00

100 5c. " 3 00

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz.

Washboards, Victor. \$1 20

" " Crown. 1 35

" " Improved Globe. 1 60

" " Standard Globe. 1 60

" " Original Solid Globe. 1 50

" " Superior Std. Bk. Globe. 1 95

" " Jubilee. 1 90

" " Pony. 0 80

Diamond King (glass). 2 90

Tubs, No. 0. 11 25

" " 1. 9 50

" " 2. 8 00

Pails, No. 1. 2 hoops. 1 85

" " No. 3. 2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 65

Gillett's cream yeast, 3 doz. 1 85

Jersey cream yeast cake, 3 doz. 5c. 1 80

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