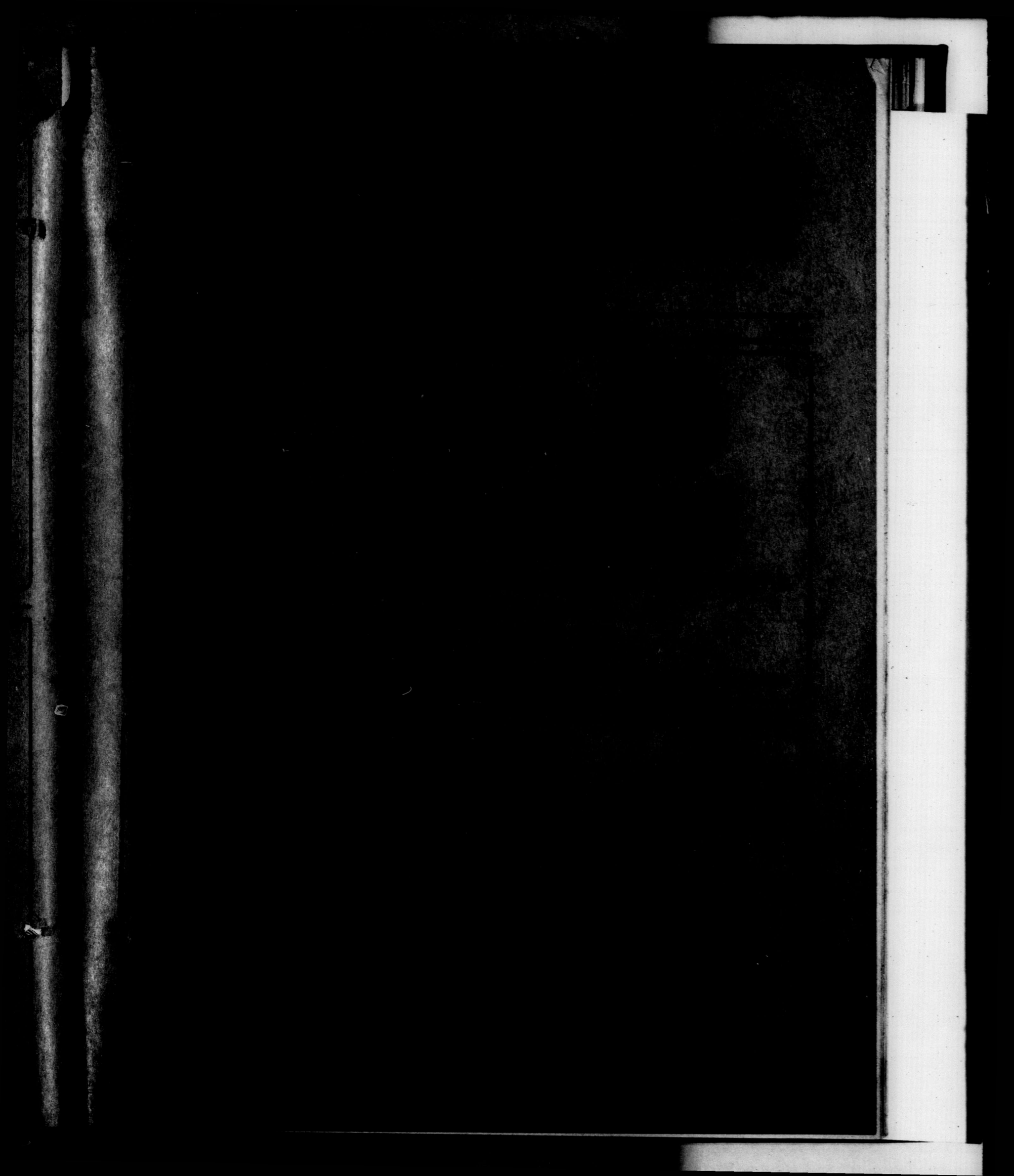


**PAGES
MISSING**



"Any Old Stuff"

will not cure a cold, and
good drugs, well compounded,
are needed.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

CURES COUGHS

—Its reputation as the best
seller of all cough remedies
has been made by its many
wonderful cures.

Every dealer in Patent Medicines should stock it.

J. L. MATHIEU CO.,
PROPRIETORS

C

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Tried Tested Trusted

"Tried and not found wanting"—that is the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

Here They Are!

**"Thistle"
Brand
Maple
Syrup**

A rich, clear, clean Maple Syrup. A brand you can stake your reputation on. A brand "tried and not found wanting."

**"Codou's"
Macaroni
and French
Pastes**

Made only from the real Russian Wheat grown in Taganrok. Tender and delicate beyond compare. Packed with tasteful labels, and full weight always. "Tried, Tested, Trusted."

**Griffin
& Skelley's
Dried
Fruits**

Clean, rich, ripe—the pick of the pack always. Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

**Castile
Soap
"Shell"
Brand**

Seven per cent. more pure oil in it than in ordinary brands, hence its superior quality. A Castile Soap that leads all other brands in the Dominion. In one-pound bars and in pressed cakes. "Tried, Tested and not found wanting."

SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.



Grant -05-

Dept. of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

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

Established 1865

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

WINNIPEG, MAN.

Correspondence Solicited

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 Brockville, 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.

Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

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 ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
 ¼ " ½ " " "
 25-lb. Pails. 75-lb. Tubs.
 ½-Barrels and Barrels.

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

THE AUER LAMP
 GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT.
 The best and cheapest light for STORES, CHURCHES and HOMES.
 Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
 Satisfaction Guaranteed. Send for Catalog.
 AUER LIGHT CO. — MONTREAL

LYTLE'S MINCE MEAT

And it also suits the grocer, because there is more satisfaction in selling one pound of good mince meat than ten pounds of poor mince meat. The grocer who wants his goods to be good enough to sell themselves the second

SUITS THE COOK time is the grocer who will stock up well for the Xmas trade with Lytle's Mince Meat.

Done up in 6, 12, 28, and 80 lb.
fibre and wooden pails

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

“First it was
Coffee;
then it was
Cocoa;
after that they tried
to imitate Japan
Tea;
and now it is
RUBBER”

What next ?

JAPAN TEAS

cannot be produced
except in JAPAN,
by a race that has
for a thousand years
studied the art of
tea production to
the highest point of
perfection.

Imitators must always fail.

GROCERS

Don't experiment and be misled. Stick to

JAPAN TEAS

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

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

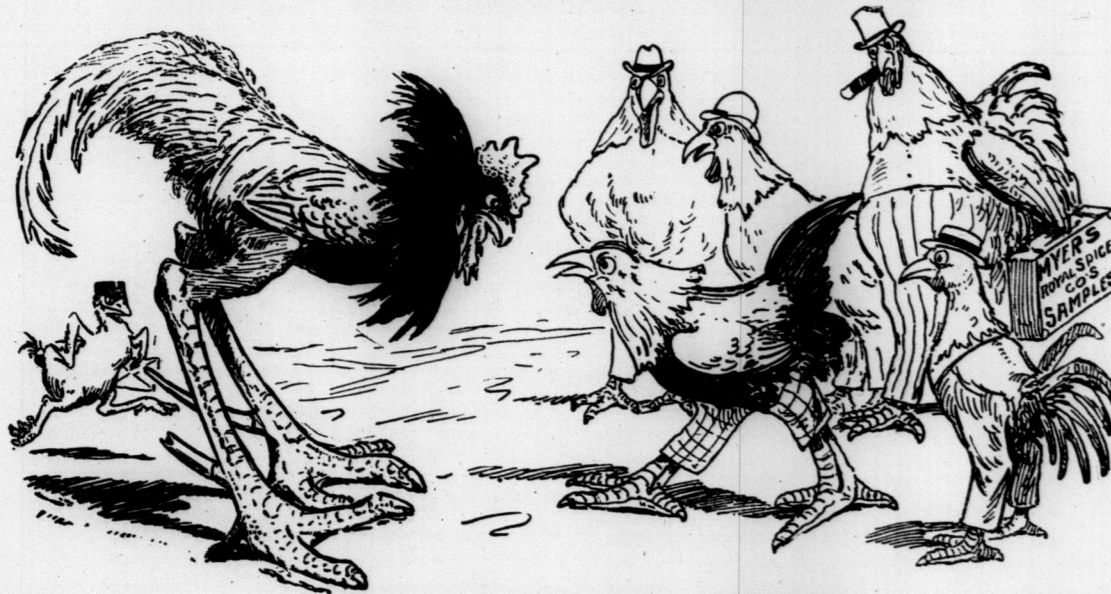
have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

DON'T BE BEHIND THE TIMES



ALL THE UP-TO-DATE TRAVELLERS HANDLE
MYERS SPICE for Horses, Cattle, Poultry, Etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write **MYERS ROYAL SPICE CO., Niagara Falls, Ont.,** for further particulars.

Is it reasonable?

We leave it to your good judgment.

Here are the facts :

Britain has for years used Ceylon Teas, rejecting Japans and Chinas.

Canada is repeating rapidly Britain's experience.

The United States are falling into line steadily.

Yet one hears from time to time that Ceylon Teas are losing ground.

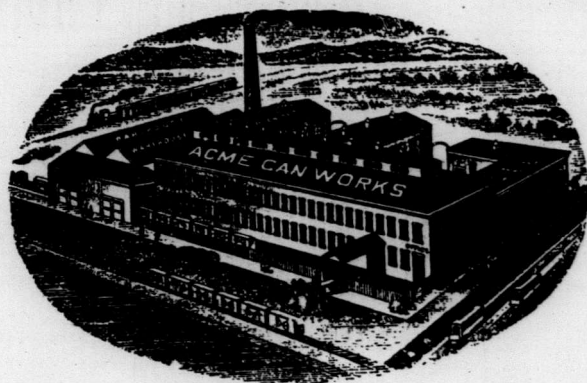
Not hard to guess who spreads, or tries to spread, such stories.

"It's the hit dog that howls."

Therefore, continue to support the victorious

CEYLON TEAS

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



**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.** They are our specialties.

Manufacturers for Canada of _____

Jewett's Self-Heating Can.

We solicit inquiries for prices on

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

Ontario Street East, - - MONTREAL, P.Q.

Brunner Mond & Co.'s WASHING SODA

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

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA.

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 Less
Than Nothing**

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



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.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.

Mfr's choice grades

Evaporated Apples

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.

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.



THE MOP THAT THE SUN NEVER SETS ON

MOPS
The Tarbox kind

Self wringing. No soiled, scalded, chapped hands. No necessity whatever to even wet the hands. No sore knees, no tired out back. Don't you see the arguments you can use? The best mop in the world. The best wholesalers supply them.

Manufactured by

TARBOX BROS., = Toronto, Canada

...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.

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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.

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, list of testimonials and see our guarantee.

Eureka Refrigerator Co., Limited.
54 and 56 Noble St., Toronto, Canada.

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.

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

Madam Huot's Coffee

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

**Pure, Rich,
Delicious.**



1-lb. tins, - 31c.

2-lb. tins, - 60c.

This coffee, prepared after a recipe obtained from Madam Huot, proprietress of a renowned family hotel in Paris, has been 5 years on this market and proved a success. In it are combined the most delicious aroma and necessary strength to make an ideal cup of coffee.

IF YOU WANT THE BEST, TRY IT!

ANOTHER BATCH OF GOOD TEAS.

EX. STR. ATHENIAN, FROM SHANGHAI, CHINA.

In Stock

- | | |
|---|-------|
| 10 cases choicest and fancy Moyune Pinhead Gunpowder at | 45c. |
| 5 cases superbly choice and fancy sifted Moyune Young Hyson Tea at | 40c. |
| FROM YOKOHAMA, JAPAN. | |
| 57 h/c Condor XXX Japan Tea at | 21½c. |
| 51 h/c Condor XX Japan Tea at | 18½c. |
| 52 x 30-lb. boxes Blue Jay XX Japan Tea at | 21½c. |
| 15 bundles 4 x 10 lb. boxes (matted separately) Blue Jay
XX Japan Tea at | 22c. |
| 50 matts 8 x 5 lb. boxes each Condor XV Japan Tea at | 20c. |
| 55 h/c basket fired extra choice Japan large Fannings at | 9c. |



ASK FOR SAMPLES. IT PAYS!

Specialty of High-Grade Goods in
Teas, Coffees, Spices and Vinegars.

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

E. D. MARCEAU,
281-285 St. Paul St., - - MONTREAL

"QWE"
Baking Powder, Vinegar,
Spices, Coffee



HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS

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

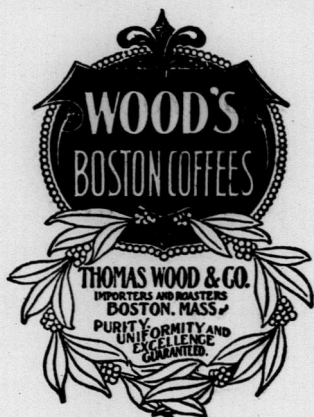


PARADISE BRAND
SELECTED CURRANTS.

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



For Christmas and New Year's.

A fine ornament for your shelves and counters would be the pound and half-pound canisters and packages of

Wood's Trade-Mark Teas and Coffees.

The presence of these handsome articles, prominently displayed, is sure to bring trade, as they suggest an elegant, reasonable and appropriate present to friend or family.

The contents of **WOOD'S Trade-Mark TEA and COFFEE** packages are as pure as their exteriors are beautiful and attractive.

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.

HERE THEY ARE



THEY SELL THEMSELVES

ROSE & LAFLAMME, AGENTS, MONTREAL.

RETURN
DEC 16 1904
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The Ontario Provincial Winter Fair

Guelph, Dec. 5 to 9, 1904.

ONTARIO has won an enviable reputation among the provinces of the Dominion of Canada for two things, namely, her Industrial Exhibition, better known as the Canadian National Exhibition, and her Provincial Winter Fair and Fat Stock Show, the latter of which has just closed its twenty-first season and is justly considered unique

strongly impressed upon our farming community.

Lectures and practical demonstrations by leading authorities in the various branches of agriculture were given daily to audiences comprised for the most part of farmers and stock raisers from all parts of Canada, including Manitoba and the Northwest, Nova Scotia, New Brunswick, and Prince Edward Island. It goes without saying that the ordinary layman should be interested in the latest achievements in the science of agriculture and stock raising; the writer has no hesitation in saying he never spent time more profitably than in listening to the lectures delivered during the Fair on such subjects as the "Ideal Weight of the Bacon Hog," "Canadian Beef on the British Markets," and "Shipping Fruit in Cold Storage." To farmers these topics are of vital importance and it was nothing short of an eye-opener to see the enthusiasm and intelligent grasp shown by them in the general discussions which followed every lecture.

There are two kinds of problems which confront the Canadian farmer now that agriculture in this country has been placed on a scientific basis, namely the experimental, having to do with new developments in agriculture, and the utilitarian, which are concerned

est price," face the farmer every day, and just in so far as he finds a satisfactory solution the standard of Canadian agriculture will be raised and the material prosperity of the country increased. One would not be going too far in saying that the meeting together of practical and theoretical agriculturists in discussion on such vital topics as "How are we to improve the position of Canadian bacon in the British market," "The bringing about of closer relations between the meat packer and the producer," and "Co-operation in marketing the product of the farm," is bound to have tremendous significance in shaping the future course of Canadian agriculture. There is only one way to keep agriculture in its merited high place among the sciences, a necessity by the way, if the best interests of Canada are to be best served, and that is for farmers to assume a scientific attitude, eliminating as far as possible the time-serving type. This end bids fair to be soon consummated in Canadian agricultural circles if one is to draw conclusions from the Guelph Winter Fair.

Production of Bacon.

Among the most interesting lectures given were those on the humble pig, in which farmers throughout the country are interested just now because they



Prize poultry.

among Canadian agriculturists and stockmen.

As its name indicates the Guelph Winter Fair is primarily an exhibition of fat stock and poultry, live and dressed, and this year may be said to have far surpassed the efforts of previous years in almost every respect, the entries being more numerous, while the quality of stuff shown was undoubtedly the very best Canadian farmers and stock raisers can produce—a statement that carries considerable weight when it is remembered that Canadian farm products occupy a premier position in the world's markets.

Educational Aspect.

The business man is principally interested in the educational aspect of the Fair, which has become especially prominent during the past few years and was made an outstanding feature this year.

Among the novelties provided was an exhibit of hand-selected seed grain, made with a view to interesting the farmer in a more careful selection of seed. This move is one which is especially to be commended in view of the fact that Canada seems destined to become shortly a leader among the grain-producing and flour milling countries of the world and the necessity of exercising extreme care in selecting none but first-class seed grain cannot be too



What makes sizable bacon?

with the improvement of present conditions, in other words, with making the most out of products of the farm. Such questions as "What class of animals the farmer should raise," "What breeds are most in demand" and "How they should be marketed to bring the high-

have been successful in making a little more out of their hogs. The production of bacon in Canada has been multiplied many times within the last few years, the annual value of exports having grown from one million to seventeen million

RETURNED

DEC 16 1904

Cut Book

Pa

Mr. Sachman

Mr. Centuro

Agricultural

College

Guelph

Guelph

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN CAKES **IN TINS**
 WELL KNOWN AND RELIABLE. **3000 TONS SOLD** **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 McGlary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

dollars. Professor Day, of the Ontario Agricultural College, showed that Canadian farmers had a whole lot to learn about producing the right kind of hog before they could hope to catch up with their Danish competitors; at the same time there was no apparent reason why Canada should not eventually supersede Denmark in the British market. One reason for the preference given to the

being a dairy farming country in so far as the Danish farmer fed his hogs with skim-milk.

Denmark, however, was not likely to enlarge her output, it being thought that her supremacy in hog production had about reached its limit. Canada had a big advantage in being able to feed hogs much more cheaply and on this account was in a position to compete successfully with Denmark for first place. Canadian farmers would need, however, to be in earnest about building up a high grade of product if they expected to get the benefit of the 4 or 5 cents advantage per pound now possessed by the Danes.

In answer to the question asked as to why pork packers did not discriminate in price in favor of the best bred pork, the packers said that keen competition compelled them to adopt a flat rate, and that it made a difference of fully twenty-five cents a hundred where there was any large quantity of undesirable stock.

A resume of experiments conducted during the past year at the Ontario Agricultural College with by-products from the slaughter houses as feed for hogs instead of skim-milk was given and the value of tankage for domestic use pointed out. Heretofore it has been the rule to export such by-products to the United States at a low figure, thus losing to the country a valuable asset.

Weight Limits of the Ideal Hog.

Dr. F. J. Smale, of the Wm. Davies Co., Toronto, discussed this important phase of the Canadian bacon trade in a comprehensive manner. The farmers of Canada were prone to err on the side of holding over hogs after they were ready for the market in the hope of realizing a higher price, and in so far as they did this they were hindering the success of the bacon producing industry in this country, the total loss to the farming community and Canadian trade in 1904 owing to the lack of sizable bacon being \$500,000. If the export bacon trade was to be further built up the Canadian would have to keep a closer eye on the requirements of foreign markets, as to quality of product, kind of package, etc., than he had in the

past and adapt his product accordingly.

The trouble so far had been that he had supplied an article suiting his own convenience rather than meeting the requirements of the trade.

In Canada, and particularly in the



A prize winner.

Danish bacon was its uniformity. It had a large proportion of lean to fat and the sides were neat and well trimmed. In comparison Canadian bacon had too many short sides, heavy shoulders and thick necks. Factories in Denmark were run on the co-operative plan. Hogs were graded and the farmer paid accordingly.

Denmark had another advantage in



Christmas turkey.

Province of Ontario, the farmer had sufficient knowledge of breeding and feeding to produce the packers' ideal and as a matter of fact was producing an average type of bacon hog at the present time. The difficulty was that he

RETURNED
 DEC 16 1904

RETURNED
 DEC 16 1904

This is the Season

for quick shipment and prompt delivery. Should our traveller not see you on Monday or Tuesday, **write or 'phone us your order.**

WE GUARANTEE QUALITY AND PRICE.

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

Use Long Distance 'Phone **596** our expense—Quickest Despatch.

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

Christmas Fruits

of all kinds in store at lowest prices.

THOS. KINNEAR & CO.

Wholesale Grocers, = = 49 Front St. E., Toronto

BENSDORP'S

ROYAL
DUTCH

COCOA

RETURNED

DEC 20 1904



IT'S DUTCH!

It's food
and drink
combined.
Better than
cake chocolate
for cooking.

The Cocoa with the Yellow Wrapper,
THAT'S BENSDORP'S.

GET OUR PRICES. THEY WILL INTEREST YOU.

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

Agents for Ontario, Manitoba and the North-West.

51 Colborne Street, - - - Toronto, Ont.

was not suiting his package to the requirements of the English market.

For years Canada had been gradually creeping up on Denmark. Within the last 18 months, however, the Danes had increased their exports of bacon by nearly 50 per cent, while the production of Canadian hogs had remained practically stationary. There could be only one reason for this, and that was because Danish bacon was better suited as far as package (weight, etc.,) was concerned to the requirements of the English market. It was estimated that not more than 60 per cent. of Canadian exports at the present time graded sizable hogs, either because they were too lean or fat, or bruised, or soft.

The anomalous part of it was that it did not cost a cent more to produce a sizable hog about 185 pounds weight than one which would not answer the packer's ideal. If the proportion of sizable bacon was to be increased to 100 per cent. and if Canadian bacon was ever to have a premier place in foreign markets like Canadian cheese, the co-operation of farmers was necessary in producing exclusively the proper type of hog. The farmer and the trade ought to remember that the price of bacon would be raised in proportion as the quantity of sizable bacon produced increased.

Canadian Beef on the British Market.

The Hon. John Dryden pointed out that there would be a steady market England for all the cattle which Canada could produce for many years to come. There was in England absolutely no sentiment at all in regard to where the meat came from; Canada and the United States were all practically America to the British public; if the Canadian shipper placed beef of equal quality on the British market, they would be assured of receiving an equally good price as was paid for animals from Chicago.

As to the question of live meat and dead meat trade with the Old Country, he would like to see the dead meat trade started as a second string to Canadian farmers' and shippers' bow. The demand for Canadian beef in Great Britain was increasing. At present the British market was supplied with fresh beef from Europe, frozen meat from Australia and New Zealand, and chilled meat from the United States. There was no reason why Canada should not

If you want your goods delivered

QUICKLY

Send your order this way.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

do as well or better than the United States, if only proper facilities were provided, which the Government should be urged to provide. The quality of beef sent from Canada might be improved, and every effort should be made to have the embargo on cattle removed.

Mr. Wheaton, editor of Farming World, made the point that the Canadian export beef trade had not increased during the past ten years in anything like the same proportion as that of the United States, because Canada had not taken pains to develop her dead meat trade.

The advantages that would accrue through the establishment of a dead meat trade instead of a live meat trade he enumerated as follows: The obviating of loss in weight sustained in transportation and of the need for slaughter and sale within ten days after arrival in Great Britain, a considerable saving in the freight rates, two carloads of cattle being reduced to one carload when killed and dressed, the saving of the cost of feeding, loading and caring for the live stock on shipboard; on last year's trade at least two million dollars could have been saved by converting the cattle into dead meat before shipping. By slaughtering on this side and centralizing the business the by-products would be retained at home, and would realize a further profit to producer and packer. Allied industries for converting the by-products into salable merchandise would be established, the dead meat trade would give a steadier and more reliable market for the Canadian stock raiser, as the product could be held for a rise in case there was a slump in the market.

Utility in Sheep Breeding.

The consensus of opinion among experts in sheep breeding was that there was not enough attention paid to environment in the breeds of sheep commonly seen in this country. The main point to be remembered in selecting sheep was to get the greatest possible percentage of first-class wool and mutton for the amount of food consumed. This branch of industry was coming to the front in Canada, and prospects were brilliant. Canada had already some of the finest flocks in the world, and what

was more the country was eminently suited to sheep raising.

Notes.

The Canadian Grocer was much in evidence at the Fair, its attractive posters and presentation cards, with characteristic blue lithograph, attracting general attention.

• • •

Mr. Walker, of Hugh Walker & Son, extended a hearty welcome to the editor of The Canadian Grocer, and took particular pride in showing him through the firm's fine new warehouse.

• • •

The R. & J. H. Simpson Co. report a satisfactory Autumn and Winter trade. The retailer and consumer throughout western and northern Ontario is enjoying a season of unprecedented prosperity, if one is to judge by the orders sent in to wholesale houses this season. The volume of holiday business in foreign dried fruits and nuts is reported as more than satisfactory.

COMPANIES INCORPORATED.

The T. C. Milloy Co., Toronto, have been incorporated, with share capital of \$40,000, to manufacture and sell small-ware, glass, crockery, etc. Directors are: J. Parsons, Owen Sound; G. Parsons, Sarnia; H. Parsons, Orillia; and T. C. Milloy, Toronto.

The Empire Cream Separator Co., Toronto, have been incorporated with share capital of \$40,000, to manufacture and deal in cream separators, dairy and creamery machinery, etc. Directors: H. C. Sparling, and W. R. Pringle, both of Toronto; and H. D. Petrie, of Hamilton.

The Galician Trading Co., Sifton, Man., with capital stock of \$4,000, have been incorporated to carry on a general mercantile business.

The Canadian Stores Co., Winnipeg, have been incorporated with capital stock to carry on a mercantile, manufacturing and manufacturers' agents business.

The Golden Gate Milling Co., Sinnot, Man., with capital stock of \$15,000, have been incorporated to carry on a milling and grain business.



If you want a line of

Jams

Jellies

and

Orange

Marmalade

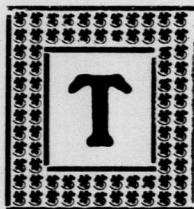
that are always saleable,
put in

Upton's



**EASILY
MOVED**

**PUSH
THEM**



HERE are many articles on the market nowadays that are known to the trade as "stickers"—they are hard to sell at any reasonable price. But it's easy to push a good article. **"HALIFAX," "ACADIA" and "BLUENOSE" Brands of Prepared Codfish, Halifax Fish Cake and Halifax Shredded Fish** are easily moved because they are natural sellers. Anybody will buy a thing that makes such tasty and delicious food. Every customer who buys once

becomes a constant customer and a profitable customer. It is worth while undertaking to push them to see how easily they move.



BLACK BROS. & CO., LTD.
HALIFAX and LAHAVE, N.S.

A. H. BRITAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, WINNIPEG, Man.
CHARLES MILNE, Agent, VANCOUVER, B.C.

TRADE AND TIME.

HAD the big timepiece in the observatory of McGill University, Montreal, any idea of its own importance, or the trouble which would be caused should it cease to perform its duties, it would probably go on strike and demand an eight-hour day or a two weeks vacation, or some other concession. The big clock never strikes, however, not being that kind of a clock, but with an expressionless face continues its monotonous labor year in and year out, without bothering its mechanical brain with strikes or lockouts.

The McGill observatory clock supplies the correct time daily to all the stations on the Grand Trunk system, and to points on the C. P. R. and I. C. R. from St. John, N. B., and Louisburg, Cape Breton, to Bamfield, B. C. The McGill time is automatically repeated at Canso, N. S.; to the Azores Islands; the inhabitants of Bermuda and Jamaica receive it from Halifax, where it is repeated by hand; the British warships correct their chronometers by it at Halifax and Victoria, and the German fleet does the same at the Azores; the operators at the islands in the Pacific (the Australia cable hands), set their watches by it, and it also regulates automatically a large number of electric clocks in the city of Montreal.

The C. P. R. has an official timekeeper at all its terminal points, who corrects the watches of the trainmen on his division by means of the daily messages received from Montreal. This message is sent through at 11.54 a. m., and the seconds are ticked off until 11.56 a. m., when the message closes. When the time message is being transmitted all lines have to be clear of all other business. This is one of the laws of the telegraph department, and is on no account allowed to be broken.

At the C. P. R. telegraph office there is a special circuit connected with the clock in the McGill observatory. Signals are continuously sent over this circuit by the clock. At 11.54 these signals are repeated to all points on the line by hand, the clock arrangement not having been originally designed for transmitting the signals over long distances. The operator stands beside an electrical instrument on the clock circuit so that the signals are practically instantaneous with those received from the clock. Commencing at 11.54 the operator sends a single "click" each second for one minute. For the second minute a double "click" is sent each second, and at 11.56 the dots and dashes representing a period or full stop in the Morse code are sent. The operators at all points on the system then set their watches and clocks in accordance with the last signal. These signals are received at the western term-

inus of the railway through automatic repeaters at Fort William, Winnipeg and Swift Current. About 3-100 of a second is occupied in passing through each repeater, and the time occupied on the wire itself is about 2-100 of a second. Thus the actual time consumed between Montreal and Victoria is about 15-100 of a second. The signal arrives at Victoria at 8.54 to 8.56 Victoria time.

At Canso, N. S., the time signals are automatically repeated to the Azores Islands in the Atlantic. Here the vessels of the German fleet receive the time by signals from the land. The time is also signalled to the British warships at Halifax and Victoria frequently. The warships at Esquimalt used to take their own time by observation, but having found that the McGill time was al-



Mr. A. Souter.

ways right they now receive it from the C. P. R. An operator at Halifax also sends the time signals to the Islands of Jamaica and Bermuda, and from Victoria it is sent to the islands in the Pacific, where the Australia cable lands.

On the G. T. R. system the time is signalled daily direct from the McGill observatory. The signals are sent from 11.57 until noon, "clicks" being sounded every second. As in the C. P. R., the lines are kept clear of all other business while the time signals are being sent.

The clock at McGill is frequently compared with the clocks at Toronto and Washington, D. C., observatory, by means of telegraphic communication. As a general thing the signals from Washington are slightly behind Montreal, owing to the distance between the two cities. There have been practically only

about six occasions during the last five years on which there was a difference of over one second between the two clocks. On checking up on these occasions it has generally been found that the Washington timepiece was in error.

TORONTO TRAVELER CELEBRATES

THE CANADIAN GROCER has pleasure in extending hearty congratulations to Mr. A. Souter, of Toronto, who a fortnight ago celebrated the 25th anniversary of his admission to the ranks of the Canadian drummer fraternity.

Mr. Souter has spent practically his whole life in the pursuit of trade, having been formerly in business in Newmarket on his own account. For the past twenty-five years he has been in the employ of Christie, Brown & Co. as traveling salesman, covering territory in Western Ontario. He is well and favorably known throughout the retail trade and in addition has been signally successful in winning a firm place in the esteem of his fellow travelers.

Mr. Souter is Canadian to the backbone. He inherits a fondness for the strenuous life that has often imperilled his life in railroad and trolley smash-ups. Happily Mr. Souter seems to be the possessor of "nine lives" and we hope to see him live out every one of them.

MARKET NOTES FROM TRINIDAD.

Under date of Nov. 30, Gordon, Grant & Co., Port of Spain, Trinidad, report as follows:

Split peas in bags are wanted, although corn is neglected and oats are selling very slowly. The consumption of fishstuffs has not been normally good during the past fortnight. For small and medium Newfoundland cure there is not much inquiry at the moment, an exception being made in the case of large. Good split herring are wanted, although demand for other descriptions of pickled fish is restricted. Stocks of potatoes in dealers' hands are considerable, but importations are now likely to fall off, and the position should shortly improve.

Supplies of Trinidad cocoa are coming in quite slowly, no important increase being expected during the next few months. Small planters will doubtless market all they possibly can before the Christmas holidays, but from the principal districts all reports indicate that there will be no pickings of consequence until February or March. Considerable fruit has been lost by the change of leaves, and fears are entertained for pods now on the trees on account of unseasonable weather, which makes crop prospects still somewhat uncertain. The crop of Venequellan cocoa is very backward, and only small supplies are expected during the next two months.

IMPROVED PREMISES.

Mr. Jos. McFarland, Fenelon Falls, Ont., has moved into premises more suited to his increasing trade. The new building is conveniently arranged, its equipment in every way being now among the best in the district.

THE "ROARIN'" GAME.

THE curling season is now just at hand, and the enthusiastic curler, as is customary, will start the season with his favorite stone and also no doubt will continue with the same old broom. A few practices will, no doubt, convince him that his broom has seen its best days, as after it lies around for a whole season it loses the much needed firmness and elasticity required for this purpose. A broom which is made especially to overcome this defect is the Boevkh bamboo handled curling brooms, a most reliable and superior broom. It will be found first-rate value by all dealers in curlers' supplies. It is manufactured by the United Factories, Limited, Toronto.

PERSONAL MENTION.

Mr. Colson, Montreal, Canadian agent for Crosse & Blackwell, Epps and Cox, is visiting his principals across the water. Mr. Colson will be absent about four or five weeks.

Mr. A. J. Williams, Montreal, representing Crossfield, Lampord, Clark & Co., London and Colombo, is making a trip through Western Ontario as far as Sarnia and Windsor.

J. T. Leary & Co., Montreal, manufacturers of high-grade chocolates, have

placed their goods freely in the Maritime Provinces through their special agent, Mr. Jas. R. Greig, who has just finished his eastern trip.

Mr. Jos. Irving, Toronto, special representative for Wm. H. Dunn, Montreal, reports good business from Hamilton for Babbitt's 1776 Soap Powder. Mr. Irving made a special year-end trip to Hamilton with most satisfactory results.

Mr. D. L. Lockerby, of Lockerby Bros., Montreal, is at Massena Springs, N. Y., for a few weeks' rest and recuperation. Mr. Lockerby had just returned from a trying business trip through New Ontario and the Manitoulin Islands and Georgian Bay district, and felt the need of a holiday.

Mr. Joseph Irving, 92 Wellesley street, Toronto, has been appointed sole agent for Mr. Wm. H. Dunn, Montreal. Mr. Irving will act as special representative in Toronto for Borden's Condensed Milk, Babbitt's Soap Powder and Enamel Stove Polish.

Mr. J. T. Going, representing J. A. Mathewson & Co., wholesale grocers, Montreal, in the district east and north of Toronto, reports business in his territory as satisfactory. The absence of snow in the country is, however, felt, and its arrival before the holidays will materially add to the business doing.

Mr. James R. Greig, Canadian representative for Kkovah brand jellies, plum puddings, etc., has returned from a three weeks' trip through the Maritime Provinces. "Sales for Kkovah are coming easier," said Mr. Greig, "as the goods become known to the trade and public."

TOILET SOAP CATALOGUE.

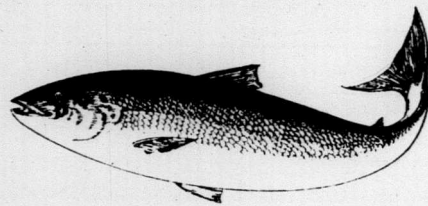
The handling of fancy toilet soaps by grocery stores is a feature that is becoming quite general, at least in the better class of stores. This is but natural and as it should be since ladies, who are the principal buyers of household and toilet accessories, are also the shoppers and money spenders of the family. There is nothing that will rivet the attention of shoppers so much as a handsome showcase filled with high-class toilet soaps, and the up-to-date grocer knows this to his advantage. Colgate & Co., 53 to 55 John street, New York, have issued a most complete and conveniently arranged catalogue of toilet soaps and perfumery. The catalogue gives full information as to Canadian duties on the articles, and application to them at New York, or their Canadian agent, Mr. W. G. M. Shepherd, Coristine Building, Montreal, will bring catalogue by mentioning The Canadian Grocer.

COCOA BUTTER.

The recent advance occasioned by the active demand for Christmas supplies has receded to the previous level, owing to the urgent demands having been supplied and a somewhat larger output from factories being offered on the London market.

The beet sugar factory at Raymond, Alberta, will close down in a few days. The season's run will amount to about 3,000,000 pounds of sugar, which is four times as much as last year.

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.

Fresh Frozen Salmon Fresh Frozen Sea Herring
 Fresh Frozen Halibut Fresh Bulk Oysters

AND ALL KINDS OF FISH.

QUALITY GUARANTEED.

WRITE FOR PRICES.

MONTREAL, P.Q.
 ST. JOHN, N.B.
 WESTPORT, N.S.
 GRAND RIVER, P.Q.
 GASPE, P.Q.

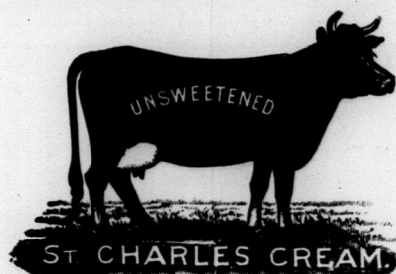
LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
 LONG DISTANCE
 TELEPHONES.

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.

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

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

Fearman's

ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and as delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs, 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

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.

Canadian Bacon Industry.

THE CANADIAN GROCER has secured the following timely information bearing on the Canadian bacon industry, which may be of interest to its readers:

The United States sends to England weekly 60,000 to 70,000 hogs; Denmark, 30,000 to 40,000; Ireland, 20,000 to 30,000, and Canada, 20,000 to 25,000. In other words, Canada supplies about one-fifth and the United States about two-fifths of the bacon consumed in Great Britain. American and Canadian bacon, however, are not strictly competitive, the former being consumed principally in the north of England, while the latter goes mainly to the south of England. The two types differ markedly in cut and quality. The first is sent in the form of hams, backs, bellies, and shoulders, and is fat, while the second goes principally as whole or Wiltshire sides, Cumberlands, etc.

The difficulty with Canadian farmers is that they do not produce a large enough percentage of sizable bacon, the percentage varying with the season. In Winter time there is a tendency to hold hogs until they are over weight. In Summer time, when feed is scarce and prices high, hogs are usually marketed slightly underweight. It may be a surprise to the provision trade to know that in Ontario an average of 1½c per lb. is lost on light weight hogs, and from ½ to 1½c on heavy weight hogs, which means a total annual loss of nearly \$185,000, judging from the statistics of one factory alone. Owing to the percentage of bruised hogs and soft sides marketed, there is a further loss of \$150,000, which, taken with the former and statistics from other packing industries, means an annual loss of \$550,000 to the farmers and the trade of Ontario. This is too large an item to lose when it is remembered that the annual bacon production of the province is valued at \$13,500,000.

The packer's advice to the producer, as a means of securing steady and high prices, is to produce none but sizable bacon, which will market at between 160 and 200 lbs., and to market at the right season. On the whole it is wiser to market a certain quantity every month, at any rate when the hog is

ready, thus saving a glut on the market and the risk of a consequent drop in prices. At this season of the year it is a matter of from 3-8 to ½c extra per lb. to the packer if 100 per cent. of the bacon marketed is sizable, the difference being even greater at other seasons.

The objection is often raised that where one man has a No. 1 quality hog, another brings in a bruised animal and another an over or under sized hog, they all get the same price. Packers contend that with present conditions this abnormality cannot be overcome. At the same time, however, they claim that every farmer who produces sizable bacon helps to raise the average price, while unfortunately the farmer who produces poor quality profits at the expense of his neighbor.

From time to time the question has arisen whether American packers are not sending altogether too much bacon to Canada, particularly British Columbia and the Northwest. Eastern packers, however, do not appear to be alarmed, claiming that they do not want this class of trade, which consists almost entirely of short cut pork for lumber and rough trade. They have come to the conclusion that there is more money for themselves and for the producer in catering to the British market.

Developing Markets for Butter.

THE Dairy Division of the Department of Agriculture, Ottawa, has again this year operated a number of creameries in the Northwest Territories so that farmers in districts adapted to dairying might be able to obtain a cash income from their cows until such time as they are able to carry on the work for themselves. Considerable attention has recently been devoted to developing new markets for the butter produced, and the results have been quite satisfactory. In spite of the fact that the price of butter in Eastern Canada has been lower this year than last the patrons of the Northwest creameries have received an average net price of 20.98 cents a pound for the butter manufactured from the cream supplied by them, over a cent a pound more than in 1903, and the highest price ever ob-

tained for the season's output of the Government creameries.

British Columbia has naturally been the chief market for Territorial butter in the past and still continues to take the bulk of the shipments. Freight rates and other expenses are so heavy that a satisfactory trade with Great Britain cannot be carried on at present, but a considerable export trade is being developed with Japan and other Oriental countries. Before the Osaka Exposition there was scarcely any Canadian butter sold to Japan, but in spite of the war some 34,000 pounds have been shipped to that country from the Government creameries during the first ten months of this year. The total consumption of butter in Japan is not large, but there are indications of a decided increase in demand for the Canadian article at the close of the war.

The Yukon butter trade is also being recovered for Canada. The total amount consumed in that territory annually is over 500,000 pounds, of which nearly 200,000 pounds has this year been contributed by the Government creameries in the Northwest Territories. When the country was first opened several shipments of tinned butter sent up by Canadian firms were found to be very inferior in quality, and, consequently, the Canadian article got a bad name and the market was practically monopolised by the United States. Indeed, until 1903 about the only Canadian butter used in the Yukon was that sent to the Mounted Police. Meanwhile the Dairy Division had been testing various styles of tins and other packages, and had found that a first class article, properly packed, could be shipped there at a profit. Orders for 90,000 pounds were received last year and the amount has been more than doubled this season.

Dairy and Provision Notes.

W. Tallers of Kobe, Japan, who is at present on a visit to Canada, says increasingly large quantities of Canadian butter are being consumed in Japan, although there is little or no market there for Canadian cheese.

MATTHEWS ROSE BRAND HAMS

for your Christmas trade. Mild, sweet and tender—just what your customers require. Fresh out of smoke daily at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

ROYAL
YEAST
CAKES
MOST PERFECT MADE.

SOLD AND USED
EVERYWHERE.

E. W. GILLETT COMPANY
LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry,
Butter
AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Trade in cured and smoked meats is quiet, on account of the majority of people paying more attention to other food stuffs for Christmas. Prices of the above mentioned articles continue unchanged. During the week fresh beef and lamb have advanced, as a result of the farmers having to change their stock from pasture to inside feed. We quote the following prices:

Long clear bacon, per lb.	0 08	00 08
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 09	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 11	0 09
Beefs, 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 07	0 08
" tubs	0 08	0 08
" pails	0 08	0 08
" compounds, per lb.	0 07	0 07
Plate beef, per 30-lb. bbl.	11 00	11 50
Beef, hind, quarters	6 00	6 00
" front quarters	4 50	6 00
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 75	8 50
Veal	6 00	8 50
Hogs, light		6 75

Poultry—A better inquiry is noted on this week's market for poultry. On account of such a large percentage of plucked Spring chickens arriving in a poor condition we are obliged to quote prices on dry plucked fowl only. Fowls that are scalded when plucked will not bring nearly as high a price and shippers cannot expect more than from 5 to 6c per lb. A lack of first-class Christmas fowl is easily noted on the market this week, and although this lack is causing a depression merchants are confident in their belief that there is a large amount of fowl in the country, but that the farmers are holding off till a later date expecting higher prices. The indications are that the conditions of this market from now until Christmas will be a repetition of former years, namely, farmers of one accord will hold their supplies till within a few days of the holiday when the market will be flooded causing a glutting of the market and a depreciating effect on prices. Geese, Spring chickens and turkeys have advanced in price. All prices are firm. We quote the following:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Geese	0 09	0 10
Turkeys	0 14	0 16
Ducks	0 10	0 11

Butter—Trade is more active and conditions are firmer. A rumor is current to the effect that a number of the factories manufacturing creamery butter are closing up, being unable to get a large enough supply of cream. Farmers blame these conditions on the drought this Fall which dried up the pastures and left animals in a poor condition for giving milk. Some wholesale dealers report an increase of one cent on all varieties of butter, but the majority are satisfied to leave present quotations unchanged. Prices are firm. We quote the following:

Creamery rints	0 22	0 23
" solids, fresh	0 20	0 21
Dairy rints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 16	0 17

Cheese—Trade is nominal, although an advance of 1-4c is noted on large cheese. Small quantities are being exported to England, owing to hard times amongst the class of people that are the principal consumers of cheese. Our quotations are as follows.

Cheese, large	Per lb.
twins	0 10 1/2 0 10 1/2
	0 10 1/2 0 11

Montreal.

Provisions—The advance reported in last issue continues and a good demand for live hogs exists. Dressed hogs are firmer and a good demand rules. Sales at \$7 to \$7.25 for fresh abattoir killed took place, and \$6 to \$6.75 for country killed. The cold and steady hard weather has acted in favor of demand and firmer prices. A good undertone obtains in the provision market. The smoked meat trade shows an improvement owing to the approaching holiday trade and buyers are placing their orders. We quote:

Canadian short out mess pork	\$17 50	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11 1/2	0 12 1/2
Hams	0 10 1/2	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 07 1/2	0 07 1/2
" " " " tierces, per lb.	0 07 1/2	0 07 1/2
" " " " 50-lb. fancy tubs	0 07 1/2	0 07 1/2
Cases, 20 3-lb. tins, per lb.	0 08 1/2	0 08 1/2
" 12 5-lb. tins "	0 08	0 08
" 6 10-lb. tins "	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 52 1/2	1 52 1/2
20-lb. tin pails, each	1 42 1/2	1 42 1/2
Wood net, tin gross weight—		
Pure lard, pails	Wood. Tin.	
" tubs	1 57 1/2 1 70	
" cases (6 10-lb. tins)	0 07 1/2 0 08 1/2	
" cases (12 5-lb. tins)	0 08 0 09	
" cases (24 3-lb. tins)	0 08 1/2 0 09 1/2	

Butter—There has been a good demand for local requirements in butter, and it is expected that some of the local dealers will be hard put to fill their orders this Winter, as owing to the low prices ruling for cheese, a very much larger sale of butter was expected than seems to have been produced. It is stated that orders have been received from Toronto for butter, and it is thought that they will have a hard time this Winter to get all they want. Prices may be mentioned as in the neighborhood of 21c realised in this market, and there is no likelihood of anything but an advance in prices from now on.

Cheese—The market for the past week has been very quiet and very little doing until Monday of this week, when on export demand some ten thousand to fifteen thousand boxes were bought, and a good portion of this consisting of late made stuff for which less than 10c was supposed to have been paid, in fact in some cases 9 3-4c is mentioned; the rest of it will no doubt be October goods, for which up to 10 1-4c was paid. The holders now have their ideas fixed at 10 1-2c and it is expected that when the United Kingdom find that the cheaper grades, of which they think there is a great quantity here still held back, is not in existence, they will have to come on to the better grades of goods, and therefore an improvement is expected after the turn of the year. It will naturally take some time for merchants in the

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.

Mr. Grocer

You and your customers are always safe when buying

EAGLE BAKING POWDER

The quality is guaranteed to give satisfaction, and it pays you a good profit.

AGENTS WANTED

Write for Particulars.

J. H. MAIDEN

MONTREAL.



PEACOCK BRAND MINCE MEAT and CREAM CHEESE

Both guaranteed.
Both the finest made.
Your jobber supplies them.

BATES, PEACOCK CO.
HAMILTON.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

HAS the Competition in the Tea Business ever been as Keen as it is To-day?

I think not.

How important it is, then, for the retail merchant to be as sure as possible that the tea he recommends is the very best that he can procure.

Some of his customers will insist on getting certain brands, which the merchant doubtless knows are not as good as some other one: but some of these customers have very decided opinions and must be humored. The great majority, however, of any merchant's customers are influenced by his opinion, and these are the very ones whose trade he is most likely to hold, providing they find that the goods he recommends are always to be relied on.

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience, probably, that a customer who complains about tea soon complains about other things and is dissatisfied all round.

To come right down to the point. Do you think it pays to push or recommend any tea until you are *satisfied yourself* that it is *the best tea* on the market?

Nothing but the best is good enough for your customers.

Now, I believe Red Rose Tea is the best tea on the Canadian market, and any *expert judge of tea* who is not interested in some other brand will *back up this opinion*.

If you are not selling Red Rose Tea and feel that the *best is none too good*, order a sample case. Then form your own opinion. Don't be persuaded one way or the other by my travellers or anyone else. *Judge for yourself.*

If it is the *best* you will buy it; if it isn't, you won't.

T. H. ESTABROOKS
TEA IMPORTER AND BLENDER

BRANCHES:

TORONTO,
WINNIPEG.

ST. JOHN, N. B.

You're Sure—to run short on some lines for XMAS

And ask you to WIRE or 'PHONE US—at OUR EXPENSE—
your orders for anything you need in a hurry, the next week.

WE HAVE A GOOD ASSORTMENT AND SOME SNAPS IN

Currants Nuts
Dates Peels
Figs Raisins

IN STOCK—NEW SEASON'S PACK—

"AYLMER" CHICKEN SOUP and BONED FOWL.—

A SNAP— We have an extra value in a
MIXED PICKLE to retail at 10c.

—SPECIAL QUOTATIONS ON 5-gallon PAILS.

QUICK SHIPMENT.

— ALL —
ORDERS
SHIPPED
SAME DAY AS
RECEIVED

OUR PRICES ARE RIGHT.

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

United Kingdom to realise this, as information from this side, of course, is very often sceptically received, but there is no doubt that they have all overestimated stocks on this side.

Winnipeg.

Butter—Little, if any, fresh butter is coming in and orders from retail merchants are being filled from stocks on hand. Prices may probably advance. We quote:

Dairy, assorted pkgs., selected.....	0 21
" round lots.....	0 17
" (separator), 1-lb. bricks.....	0 26
Finest fresh creamery, in 54-lb. boxes.....	0 25

Cheese—The cheese market is firm and present low prices may not be continued. We quote:

Finest Manitoba, large.....	0 11
" Ontario, twins.....	0 12
Square cheese.....	0 12½

SMOKED MEATS.

Cured Meats—The cured meat market continues firm and active. Additional quotations will be found below. We quote:

Hams, sugar cured, assorted sizes.....	0 13½
" heavy, 20 to 30.....	0 13
" assorted sizes.....	0 09
Shoulders.....	0 08½
Bacon, breakfast bellies.....	0 13
" breakfast backs.....	0 11
" Wiltshire sides.....	0 15
" spiced rolls, long.....	0 10
Manitoba butts.....	0 10
" skinned.....	0 10½
" boneless and rolled.....	0 11½
" rolls, boneless.....	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 08½
" smoked.....	0 09½
" boneless backs.....	0 10
Shoulders.....	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	18 00
" per ½ bbl.....	11 00
Standard mess pork, per bbl.....	16 00
Manitoba.....	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet.....	5 50	3 00	1 60	1 25
Pig's tongues.....	14 50	7 50	4 00	3 00
Boneless hocks.....	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.....				0 04
hocks.....				0 04

Lard—We quote this week as follows:

Lard, 50-lb. pails, per pail.....	4 40
" 20-lb. ".....	1 80
" 3-lb. tins, per case 60 lbs.....	6 00
" 5-lb. ".....	5 85
" 10-lb. ".....	5 70
Pure lard in bbls, per lb.....	0 08½

St. John.

Provisions—In barreled pork and beef, sales are very light. In pork prices are quite low. Local packers are offering freely. In beef, prices are unchanged. Smoked meats are quite firm. There is a good demand. In lard, market seems rather unsettled. Fresh meats have a fair sale. Domestic beef continues low. Lamb is freely sold, price steady. Veal is somewhat out of season. Mutton and pork are low. The Winter port steamers use a large quantity of fresh meat.

Mess pork, per bbl.....	\$15 00	\$17 00
Clear pork.....	17 00	20 00
Plate beef.....	13 00	14 00
Mess beef.....	18 50	12 00
Domestic beef, per lb.....	0 04	0 05
Western beef.....	0 07	0 08
Mutton.....	0 04	0 05
Veal.....	0 06	0 07
Lamb.....	0 06	0 07
Pork.....	0 05½	0 06
Hams.....	0 12	0 13½

Rolls.....	0 10	0 13
Lard, pure, tubs.....	0 08½	0 09½
" pails.....	0 08½	0 09½
Refined lard, tubs.....	0 08	0 08½
" pails.....	0 08½	0 09

BUTTER.

Butter—Prices are rather higher but quality must be good to command the best figure.

Creamery butter.....	0 20	0 22
Best dairy butter.....	0 18	0 19
Good dairy tubs.....	0 15	0 17
Fair.....	0 12	0 14

EGGS.

Eggs are tending upward, strictly fresh stock high.

Eggs, hennery.....	0 25	0 24
case stock.....	0 23	0 26

CHEESE.

Cheese is firm with a fair sale.

Cheese, per lb.....	0 10	0 11
---------------------	------	------

Another Packing Industry.

The Wm. Davies Co., of Toronto, are about to begin business in Montreal on an extensive scale. The firm have made arrangements with the Union Stock Yards Co., of Montreal, for a site covering about three and a half to four acres, on which a packing house will be erected similar to the one the firm have in Toronto, but not quite so large. Along with the erection of this packing house the firm will open numerous branch establishments in Montreal and suburbs.

THE F. J. CASTLE CO.
LIMITED

WHOLESALE GROCERS

AND

TEA IMPORTERS.

Special attention paid to Lumbermen's Supplies

Samples and Prices on Application.

Sole proprietors of the celebrated
Wee McGregor Breakfast Food.

The F. J. CASTLE CO., Limited
OTTAWA, CANADA.

THAT

“There is always room at the top”

We Deny

The top position being at present occupied by

**PURE GOLD
JELLY POWDER**

Joyfully Quick, Dainty, Sparkling, Appetizing

Hundreds of thousands of packages sold in 1904, and not a single complaint or package returned

Can You Find Any Grocery Staple to Match This Record?

Pure Gold Mfg. Co., Limited

TORONTO

XMAS TRADE POINTERS

When the Xmas Trade comes on with a rush you may find that you have overlooked to order some much-needed goods or underestimated your needs in others.

We are prepared to help you out in all lines and do it promptly.

We will fill all orders the day they are received.

Write, telegraph or telephone your rush needs and we'll hustle them on.

Look through your stock and see if you do not need some

**Coffees, Extracts,
Xmas Spices,
Etc., Etc., Etc.**

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GORMAN, ECKERT & CO.
LIMITED
LONDON, CANADA.

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

WHEN you have a really good article, put up in a convenient package, under a neat label, by a manufacturer who has a world-wide reputation, you have

An Easy Seller

That is what we claim for

**LIPTON'S
Fresh
Fruit
Jams**



The best jobbers carry them;
NOW is the time to order.

THE CANADIAN SELLING AGENTS

J. N. CREED & CO.,
HALIFAX, N.S.

or **J. S. CREED,** - **MONTREAL.**
Room 525, Board of Trade Building.



GLUTEN FLOUR

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks. Trial size, 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.

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

Auctioneers.
Suckling & Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
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Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Pure Gold Mfg. Co., Toronto.

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Oakville Basket Co., Oakville, Ont.

Bird Seed.
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Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
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Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

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Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.

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Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Gillard, W. H., & Co., Hamilton.

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Acme Can Works, Montreal.

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

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American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
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Payne, J. Bruce, Granby, Que.
Turkett, Geo. E., & Son Co., Hamilton.

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

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Holland Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
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.

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Barnard & Holland, Montreal.
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Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.
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Stokes Bros., Exeter, Eng.
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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.
Ratray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
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Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Turner & Co., Toronto.

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

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McCaun, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudson, Hebert & Co., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

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Adamson, J. T., & Co., Montreal.
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Petitt, Morley, Belmont., Ont.

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

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Auer Light Co., Montreal.

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

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

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Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, 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.

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Walkerville Match Co., Walkerville, Ont.

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Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
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Wilson, W. H. Co., Tillsonburg, Ont.

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Eureka Refrigerator Co., Toronto.

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

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Bennett Mfg., Co., Pickering, Ont.

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"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
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.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

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"Ozo" Co., Montreal.
Wilson, W. H. Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
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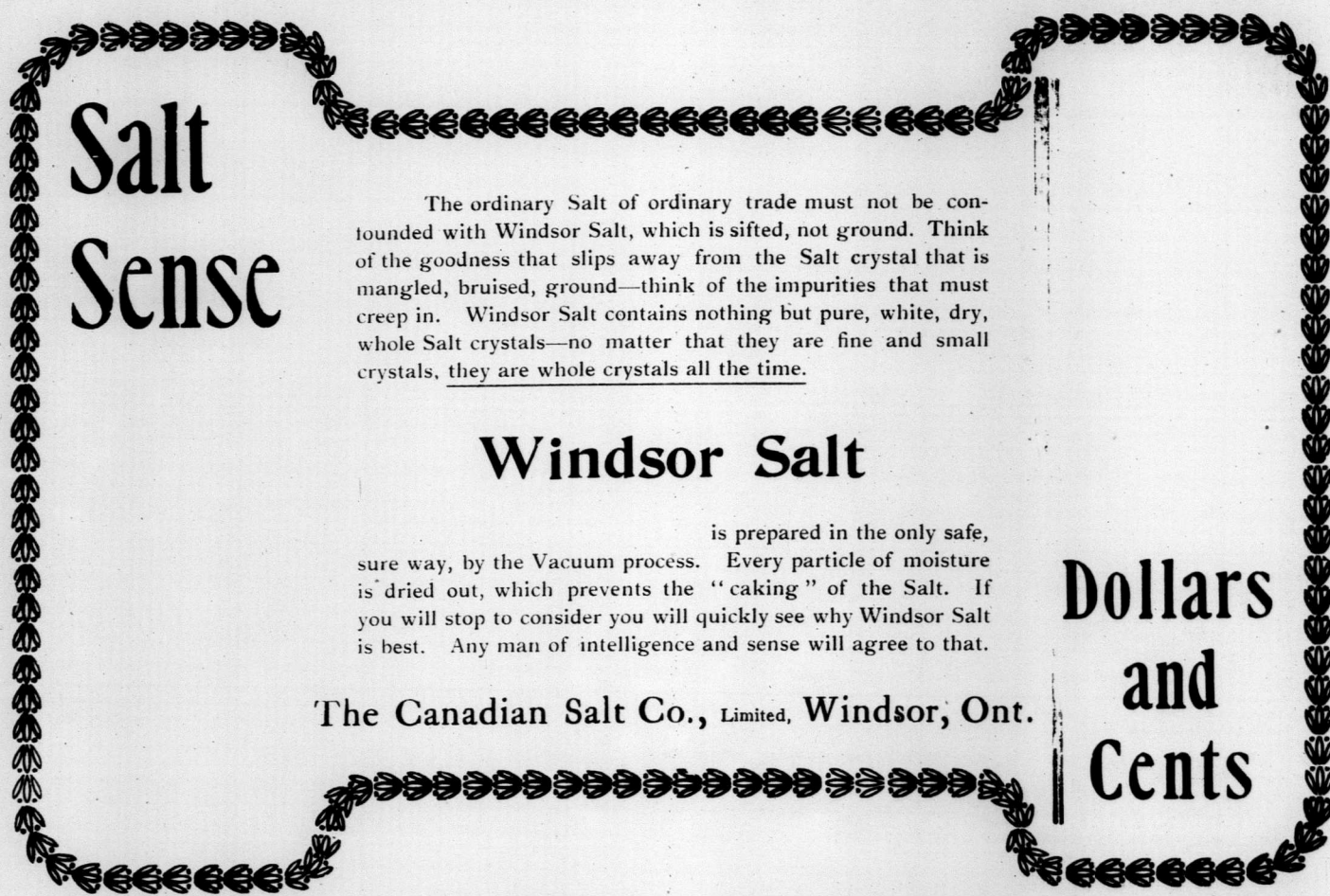
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Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

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

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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.

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Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

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You don't want that kind of trade. You can't bank on it. It will never make you independent.

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Build one up.
Build upon it.

H. J. HEINZ Company



Pittsburgh, U. S. A.

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LIMITED,
TORONTO.

THE CANADIAN GROCER

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Montreal.

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NEW ADVERTISEMENTS.

Morley Pettit, Belmont, Ont.
Geo. Little, Manchester, Eng.

THE COUNTRY MERCHANT AND THE FARMER.

CANADA is an agricultural country and to the farming community the trader must look for hope and encouragement and profit. The merchants of the larger cities do not have the same occasion to reflect upon this fact because the large manufactories pour out their hundreds and thousands of patrons who are all of them buyers and none sellers. The country merchant, however, has it impressed upon him every business day in the year that without the farmer he could not do business. While in a general way the merchant acknowledges this dependence he does not pay enough attention to the farming business and its vast possibilities. He does not sufficiently encourage his country patrons in matters tending to improve the quality and to increase the quantity of their

butter, eggs, cheese, etc., and thus to bring them better financial returns.

The more farmers deliver and the better the quality the more money will naturally be put into circulation over the store counters of the land. All merchants, particularly those in districts devoted to dairying and stock raising, should reflect upon this phase of their business and when, for example, it is noted that no less than \$500,000 is lost yearly to the farmers of the Province of Ontario because out of \$15,000,000 worth of bacon produced annually the percentage of sizable bacon is forty instead of zero, it should impress itself indelibly upon the trade that the greatest possible benefit must result to all parties concerned from encouraging the farmer to improve the quality of farm products.

PROLONGING NAVIGATION.

HERETOFORE a serious drawback to the shipping interests of Canada and her commerce has been the forced closing of the Port of Montreal about the middle of November, just at a time of considerable commercial activity. Although during many seasons the river is open even until the first of the year, the uncertainty of climatic conditions has created an uneasiness that renders ship owners unwilling to take any risk, by having out-going boats in the harbor after that date. Any assurance that the ice would be broken, in case of necessity, would change the view point of shippers to a degree of confidence regarding later boats. There is every likelihood of this assurance being merited, as the Canadian Government has provided two ice-breakers, the Champlain and the Montcalm, the latter having arrived at Sydney from the Clyde only this week. They are built after the style of the well-known Russian ice-breaker, the Ermack, operating in the Baltic Sea. The result of their operation is of unusual importance to the commerce of Canada.

A unique experiment is now under way, the outcome of which will be watched with the deepest interest in this country. It is none other than the sending of a coal boat up the St. Lawrence to Montreal after the 1st of December, to return when its cargo is dis-

charged. The steamship St. Helen, with twelve hundred tons of soft coal, left Sydney early in the week and is being escorted from Quebec by the ice-breaker Champlain. Although the weather is not unusually cold at present, there is considerable frost, and it is conjectured that the Champlain will have ample opportunity of testing its worth before the St. Helen has cleared and is safely down stream past Quebec. The successful outcome of the experiment means that Fall navigation will be prolonged a month at least. If this is effected it follows that the ice-breakers will be able to open up the river a month earlier than if it were left to nature, and by clearing a channel early will prevent ice jams and incidentally remove any danger of floods in the vicinity of the St. Lawrence.

Two months additional commerce to the Port of Montreal is worthy of more than a passing thought. Not only will the city be directly affected by the prolonged season of trade, but the whole of Canada westward. Another month will be granted for shipping grain and other produce from this Canadian port, and a month earlier than usual trade will resume activity. It is a little early to speculate until after the feasibility of the experiment has been proven beyond doubt. However, the prospects for success in this direction are bright enough to discredit failure, so that it is safe to prophesy that Canada is about to benefit by what is possibly the greatest physical aid to her commerce that could be devised.

FROZEN CANNED GOODS.

A SUBJECT of interest to the grocery trade at this season of the year is that of frozen canned goods. The setting in of the cold weather is always accompanied by extra activity in the shipping of canned products such as corn, peas, tomatoes, etc., and from the packer down to the retailer there is more or less of disquietude until stocks are safely housed. Why this should be so does not appear to be reasonable of explanation. No doubt Canadian merchants dealing in this class of goods have been so long accustomed to dreading possible damage by frost that they have accepted without close investiga-

tion, the reports of damage as incontrovertible.

It seems, however, that there is not so much cause for fear as is generally entertained by the trade, and some of the largest jobbers in Canada who have studied the question closely are of the confirmed opinion that there is nothing in this frost question and that in actual experience frozen canned goods are just as good and salable as those not affected. There is no doubt that "frozen canned goods" are very often put forward as an excuse for the cancellation of orders or for the obtaining of rebate on price due to the dealer having either purchased too heavily or at too high a figure. The packers primarily are guilty of using it as a subterfuge to clear out contracts and unload on the jobber, and the jobber on the retailer ne c'est pas? It is a well-known fact that nearly every jobber, and for that matter every retailer in the country, either stores his canned goods in the cellar or in warehouses where there never is the slightest degree of heat from one year's end to the other and where in many cases the temperature is always at freezing point. In the northern and western portions of Canada one would suppose that the warehouse temperature during the Winter months is continuously below freezing point, and yet it is a fact that fewer complaints come from the trade in those sections than from Ontario and Southern Quebec points.

The freezing of the goods is rather a preservative of their quality and if proper care in handling is exercised, the retailer need not worry about any damage. It is often the case that the sudden transition from an extremely cold warehouse to the hot temperature of the store will produce an expansion in the tin through the loosening of the gases in the product, and cause trouble, but if the goods are handled with proper care, and temperature be considered, there will be fewer complaints of frozen goods. If the goods are properly packed and air-tight there need be no fear of damage from frost, it is rather the heat that should be dreaded.

ST. JOHN AS WINTER PORT.

Now that navigation has closed on the St. Lawrence it is interesting to note the volume of trade finding outlet through our Canadian Winter ports.

It has been the delight of croakers at home and abroad to assume that Canada is dependent upon the United States as an outlet for her products during five months in the year. Nothing could be farther from the truth. There are no better harbors in the world than St. John and Halifax, while with slight

have her hull cleaned while the tide is out and get off with the next high tide. The huge C.P.R. elevator at St. John has drawn large quantities of grain to this port of late years and the value of goods exported through the port of St. John during the Winter season of 1903-4 reached the gratifying sum of \$15,745,301.

A Winter port statement issued by the St. John Board of Trade covering the season 1903-4 gives the following interesting details:

WINTER PORT STATEMENT, 1903-4.

Number of boats to U. K., 92; South Africa, 4; West Indies, 11; total 107.

Grain.	Bags.	Bushels.	Value.	Total value.
Wheat.....	.....	3,020,719	\$2,653,536	
Oats.....	1,974	452,237	204,022	
Barley.....	420	125,158	67,984	
Peas.....	2,298	91,955	67,360	
Corn.....	5,148	61,432	32,552	
Buck wheat.....	400	.....	362	
Beans.....	112	.....	560	
	10,352	3,751,551	3,026,876	\$3,026,876
10,352 bags estimated at 3 1/4 bush. per bag.....		36,232		
		3,787,783		
Flour and meal.....		Packages. 265,513		\$1,342,780
Live stock.		Number.		
Cattle.....		25,399	\$2,058,928	
Sheep.....		20,953	152,945	
Horses.....		16	1,600	
		46,368	\$2,213,473	\$2,213,473
Lumber.		Spl. ft.		
Deals, boards, etc.....		24,631,677	\$ 710,399	
Other lumber.....			280,272	
			\$ 990,671	\$ 990,671
Hay.....		Tons. 12,344		\$ 127,294
Cheese.....		Packages. 163,574	\$1,358,914	
Butter.....		9,068	95,896	
Eggs.....		84,866	23,432	
Meats.....		35,337	3,364,367	
		292,845	\$4,842,609	\$4,842,609
Wood pulp.....		Bales. 8,414		\$ 34,468
Lard.....		Packages. 191,425	\$ 850,043	
Manufactures.....		113,539	640,047	
		306,964	\$1,490,090	\$1,490,090
Apples.....		Barrels. 67,419		\$ 170,590
Apples.....		Packages. 169,042		\$1,006,450
Total.....				\$15,745,301

difficulty Sydney could also be kept open 365 days in the year.

St. John is inconvenienced to some degree owing to the extreme rise and fall of the tide there, but even this fact is not altogether without its advantages for at the market slip St. John has practically a dry dock. A vessel can run in here at high tide, discharge her cargo,

A WARNING TO THE TRADE.

It does not often fall to the lot of The Canadian Grocer to warn its readers against individuals seeking to prey upon legitimate trade. Such "sharpers" have been the exception so far in Canadian business circles, and in order that their existence even yet may be attended with a maximum of risk we lose no time

in giving publicity to a case in point which has arisen in the Province of Quebec.

It is alleged that a man going by the name of McKenzie, under pretence of carrying on a general mercantile business in New Richmond, has for years been in the habit of ordering goods wherever credit was procurable, and of having the same shipped either to himself or his son. On arrival the goods are turned into a store under the management of Mrs. McKenzie. No one of the three is liable for a cent according to law, which makes it practically impossible for creditors to obtain justice or satisfaction once goods have been turned over into second hands.

Several claims have been filed but it has been found that the expense of taking proceedings and forcing the matter to an issue was greater than the claims would warrant. The attitude of wholesale houses that have been "gouged" seems to be to let the thing go by default, at the same time resolving not to be "gouged" again. It hardly seems fair, however, that the trade press of Canada should not seize the opportunity of giving publicity to a practice which if allowed to continue must be prejudicial to the trade and commerce of the nation.

THE LATE ADAM WEIR.

The Canadian Grocer is indebted to Col. Weir of the St. Lawrence Starch Co., Port Credit, Ont., for the accompanying biographical sketch and portrait of his uncle, the late Adam Weir, whose death occurred in Toronto several weeks ago:

Mr. Weir was a son of the late Adam Weir, Sr., of Puslinch, Ont., and is survived by four brothers, Thomas and John, both residing at Puslinch; Charles, now in the General Hospital, Guelph; William, living at Galt; and two sisters, Mrs. Little, of Teeswater, and Mrs. Harper, of Markham. When quite a young man Mr. Weir entered mercantile life in Guelph with the Osborne Sewing Machine Co., and later became a member of the late firm of Massey, Weir & Bryce, wholesale confectionery and biscuit manufacturers. He subsequently became a partner in the grocery business with Mr. H. Loch, under the name of Loch, Weir & Galbraith. His next business connection was with the Christie, Brown Co., Toronto, for whom he traveled twenty-five years, until 1900,

when he was compelled to retire owing to ill-health. Mr. Weir will be much missed in retail grocery circles as he was widely and favorably known all over Canada.

WHY SUGAR IS DEAR.

In last week's issue The Canadian Grocer referred editorially to a speech delivered in England by Sir Henry Campbell Bannerman, in which he said the colonial preference was to be blamed for the present abnormally high price of sugar. Those of our readers who are making a study of the sugar situation will be interested in the following statement taken from Czarnikow's London, Eng., weekly sugar report, dated Dec. 1, 1904.

The very large shortage in the European beet sugar crop and the quite natural increase in prices has given rise in our newspapers to a great deal of adverse comment against the Brussels con-



The late Adam Weir.

vention; people who disregarded all warnings about the exceptional drought in Europe, which made the rivers run dry, are now blaming the Brussels gentlemen for it, and affect to think that the rise is all the work of a ring of speculators who hold up the limited supply in convention countries, whilst the non-convention states are brimful of sugar, and prevented from selling it to us at pre-convention prices. It is possible that these people in the trade honestly believe in their fallacies, though they might know better from statistics and quotations accessible to them every day, but when outsiders, who apparently know nothing about it, take up the cry and authoritatively write to the papers in ignorance and wrath, attacking persons, measures and situations which they do not understand, then the farce becomes grotesque. They say Russia is full of sugar, whereas she has a deficiency in production of 250,000 tons, and including accumulated old stocks, has not as much as last year; she is supposed to have sold at 9s 7d in Switzer-

land, which was at a time when German sugar was to be had at very little more, and at the present moment her export prices are within a moderate fraction of convention countries. Everybody in the trade knows that since Russia passed the law giving each fabricant a share in the home trade proportionate to its production plus old stock, the Russian export trade was not worth running after, as old stocks were kept back to obtain a larger allotment; the production is expensive, as the yield per acre is barely half of that of Germany or Austria, the distance is great, and the factories ridiculed the idea of providing our confectioners at pre-convention prices; they principally sent some consignments just before our door closed, because they expected a big rise here, which did not take place.

Since then they have, notwithstanding their stocks, only moderately supplied their Mediterranean and eastern customers at almost convention prices, allowing other sugars to come here, and they are doing so still. If anybody tried to buy fair quantities below the world's prices he would soon find out the impossibility of succeeding. Argentine, too, sends sugar to Canada, and causes other sugar to come here; besides, the crop there is barely sufficient this year to cover home requirements. The convention raised raw beet from 6s to 9s, but as soon as root contracts for present crop were debated, the quotation for October-December, 1904, ranged from 9s 6d to 10s. There was thus more inducement to sow after the convention than before, the sowings in fact were within a few per cent. of last season, and it is on wind and weather only that angry critics will have to empty their ink pots. What they overlook entirely in their contemptuous references to cane and to the West Indies, is that the convention has given up this season 400,000 tons more cane, and but for a bad season in Mauritius—not yet traced to the convention—the excess might have been nearer 500,000 tons. Without these we might be, Heaven knows where; production is thus more evenly distributed over the world, including our own colonies, freeing us from the bondage of temporary state-made supplies, and if the continental working man is able to get sugar at a more natural price, thus increasing its consumption, that is a remedy which was loudly called for in this country during the severe pre-convention crisis. The convention itself need not be ashamed of it, though it did not touch the excise duties, and the old system, which led to prices for home consumption in countries of production on the Continent of 300 per cent. of its natural value, would not have lasted much longer, anyhow; on the other hand, French operators already hope the agitation for abolition of English duties will succeed, and that they will reap the benefit.

CLOSED ON HOLIDAYS.

Hudon, Hebert & Co., Montreal, will be closed on Christmas Monday, New Year's Monday, and Jan. 6. All travelers will be off the road from Dec. 23 to Jan. 7.

There's Money in This for YOU!



For no other common sense reason than that it has an established reputation for selling readily, day in and day out, without resistance. There's no shrinkage, no waste, no deterioration. It makes the Tea Department of your business immune from the attacks of the fiercest competition.

Surely this is comforting
and profitable.

Sealed Packets Only.

Black, Mixed or Natural Green.

Wholesale Terms on Application.

"SALADA" TEA CO., Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

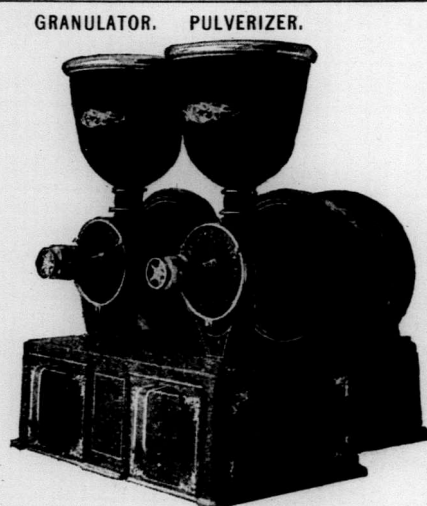
Single and
Double
Grinders

Pulverizing
and
Granulating

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

Our Grinders

Wear Longest



GRANULATOR. PULVERIZER.

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing $\frac{1}{2}$ 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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Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

AGENTS:

Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.



Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customer's attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock?

**THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Dec. 15, 1904.

Groceries.

BUSINESS among the jobbers during the week has been on the quiet side. Retailers have in a large measure stocked themselves with their requirements, and it is not expected that much active business will be done between now and the end of the year. Orders will be mainly for such lines of fruits and holiday requirements as have been insufficiently ordered. Moreover, as is always the case now, buyers are looking forward to stock-taking time, and closing up of books for the year. Jobbers are also doing little heavy buying for similar reasons, and trade consequently is tapering off. Comparisons with last year's trade are in favor of better Fall and Winter orders, and as reports from travelers are optimistic as regards the coming year the trade has a confident tone.

The feature of the week is the strong position of sugar, and the advance of 20c per 100 lbs. since last issue is accepted as a precursor of still higher prices in the near future. The statistical position is certainly a strong one, and warrants careful consideration on the part of the trade. Coffees are also showing a strong front, and reports from Brazil and Santos would indicate an advance. Spices maintain their firm position and tone, though locally there is not much activity noticeable. Foreign dried fruits are unchanged. Valencias seem to be weakening, and low quotations are being offered on certain grades. California navel oranges are arriving more freely, are in excellent condition both as regards color and maturity, and are meeting with ready sale. In fact it is stated that they are in better condition in every respect than has ever been the case in this market. Sorrento oranges and Jamacias are also in good favor with the trade. Almeria grapes are in good demand. The condition of the fish trade is most satisfactory, the cold weather and the special fast days of this and next week are stimulating trade. Syrups and molasses, particularly the former, are showing good demand. A slight advance is noted in Barbadoes molasses. Maple products are in increasing favor, and more attention is being paid to these goods than appears to have been the case in former years. The tea market shows a quiet condition, little heavy trading being done, though the general tone of the market is firm. Ceylon and Indian greens are given out as stronger, and cable advices from Calcutta note an advance of a farthing. Some trading has been done in low grade Japans, presumably on a speculative basis. Christmas goods, such as figs, dates, nuts, layer raisins, are interesting and fair demand prevails. Butter and cheese are showing some little better tone, and the former particularly seems to warrant following. Export orders are comparatively light, and the foreign buyers are still somewhat chary in paying demands of holders on this side,

but it is expected that when the conditions are thoroughly judged a resumption of a more pronounced character will result abroad. Poultry is coming in fairly well though the high price asked by country dealers for Christmas turkeys in restricting orders. Ordinary stock is in fair supply and selling well.

SUGAR.

The sugar market still continues interesting, and prices have been advanced 20c per 100 lbs. since last issue, making extra granulated \$5.35. St. Lawrence Sugar Refinery is asking \$5.45. The tone of the foreign market is decidedly strong, and from the statistical position it may be assumed that a still further advance may be looked for.

Granulated, bbls.	\$5 35
" bags	5 30
Paris lump, boxes and bbls.	5 85
" boxes and 1/4-bbls.	5 95
Extra ground, bbls.	5 75
" 50-lb. boxes	5 95
" 25-lb. boxes	6 05
Powdered, bbls.	5 50
" 50-lb. boxes	5 70
Phoenix	6 25
Bright coffee.	5 15
" yellow	5 05
No. 3 yellow	5 10
No. 2	4 75
No. 1	4 75
No. 1 " bbls.	4 75
No. 1 " bags.	4 70
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLLASSES.

Barbadoes molasses is reported somewhat higher this week. Stocks are not moving rapidly, as most of the orders have been filled before the close of navigation. In sugar syrups there seems to be a better demand going among the trade, as is usual at this season of the year.

Barbadoes, in puncheons	0 28
" in barrels	0 30 1/2
" in half-barrels	0 31 1/2
New Orleans	0 22
Antigua	0 25
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 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.	1 35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

COFFEE.

Local trade maintains a firm tone. New York markets are reported as continuing active. Some strong speculative buying was noticed, mostly on account of interests looking to supply themselves with their future requirements. Santos advises the crop was growing irregular, and that picking will be difficult without a heavy loss. Receipts also show diminution. This has had a tendency to hold up the market.

Good Cogatas	0 10	0 10 1/2
Choice "	0 11 1/2	0 12 1/2
Jamaica coffee	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Business has been very quiet in all kinds of spices during the week. The

market is firm. In New York the market is reported fairly active. Indications are that peppers, particularly white pepper, may advance shortly. Nutmegs are in fair demand, and prices somewhat higher. Cassias are dull.

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

TEA.

There has been an improved tone noted in the local market during the week, and firmer prices are asked for Ceylon and India green, as local stocks are getting to be exhausted. Young Hysons and Gunpowders are firm, with some inquiries. Cables at hand from Calcutta report an advance of a farthing in India greens. There has been but little doing in Japans, though in one quarter it is reported that some speculative buying has been done.

Japans—Fine	0 26	0 28
" Medium	0 20	0 24
" Good common		0 18
" Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
" Pekoe	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 1/2	0 15
" Gunpowders	0 13 1/2	0 14
China greens—Pingsney gunpowders	0 12	0 12
Congous—Kaisows		0 12
" Packing boxes	0 12	0 14

CANNED GOODS.

The canned goods business is in a very quiescent condition at present, and there is practically very little of importance to note. Some 2,000 cases of American pack tomatoes have been sold on the market through brokers, at prices ranging from \$1.12 1/2 to \$1.20. Canned fruits are not in such demand as might be expected. Reports from British Columbia to brokers show firm prices for salmon. Some B. C. fresh herrings are being offered in cases of four dozen, which could be retailed at 10c. These goods are very handsomely put up, and it is altogether likely that a good trade will be built up for same.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" 1-lb. flats		2 25
Canadian Sardines, 1/2s.	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. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 50
Sugar beets	\$0 85
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82 1/2
2's " Crystal Wax	0 92 1/2
2's Peas, No. 4 "Standards"	0 82 1/2
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in	
2 1/2 and 3's	\$1 15
" 2 1/2 and 3's	2 20
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's	
3's	1 25
" Gallon pears	3 15
" " peaches	3 55

IS IT A
RUSH
ORDER?

McGREGOR'S
JAMS, PRESERVES,
MARMALADES AND
CONFECTIONERY

Entrust it to us.
You will know, too, that the goods
will be the best.

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.

Pumpkins, 3-lb. tins	0 72½
Gal.	2 50
3-lb. squash	1 00
2s Cherries, red, pitted	2 20
2s " " not pitted	1 75
2s " " black, pitted	2 20
2s " " black, not pitted	1 75
2s " " white, pitted	2 40
2s " " white, not pitted	2 00
2s Currants, red, heavy syrup	1 57½
2s " " red, preserved	1 77½
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 62½
2s " " preserved	1 85
Gals. " " standard	7 25
2s Lawtonberries, heavy syrup	1 57½
2s " " preserved	1 85
Gals. " " standard	4 97½
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
2s " " " " " "	1 57½
3s " " " " " "	1 85
Gals. " " " " " " standard	2 95
2s " " Lombard, light syrup	1 05
2s " " heavy syrup	1 35
2½s " " " " " "	1 62½
3s " " " " " "	1 90
Gals. " " " " " " standard	3 15
2s " " Green Gage, light syrup	1 15
2s " " heavy syrup	1 47½
2½s " " " " " "	1 72½
3s " " " " " "	2 00
Gals. " " " " " " standard	3 45
2s " " Egg, heavy syrup	1 52½
2½s " " " " " "	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 62½
2s Strawberries, heavy syrup, 1903 pack	1 47½
2s " " " " " " 1904 pack	1 60
Gals. " " preserved	1 75
Gals. " " standard	5 50
Gals. " " solid pack	8 50

Green Fruits.

The market generally is fair. California navel oranges are selling very well on account of the good condition in which the fruit is arriving. It was remarked by an importer that his firm had never seen California oranges arriving in this market in such good condition, both as regards color and mature fruit. Three thousand boxes of Sorrento oranges were sold at the fruit auction on Monday, prices ranging from \$1.40 to \$1.90. Two cars of Mexican oranges brought from \$1.65 to \$1.90, and several cars of Jamacias from \$1.90 to \$2.10. Valencia oranges for the Christmas trade are expected this week. Prices will range for ordinary 420s, from \$3.75 to \$4; large 420s, from \$4.50 to \$4.75; 714s, from \$4.75 to \$5. Malaga grapes are selling quite freely and are in good demand at \$5.50 to \$6.50. Second tide dates are selling at 4c, and a good trade is being done. Cranberries advanced 50c during the week, and higher prices are looked for. Cocoanuts advanced 60c per bag, and higher prices will undoubtedly follow on account of the small crop in Jamaica, and a good demand for same in the U. S.

Cocoanuts, per bag of 100	4 50
Pineapples, 24 to case	4 00
" " 30 to case	3 50
Cranberries, finest dark	8 50
" " dark	7 50
" " 25 quart boxes	2 25
California Winter Nellis pears	3 50
Jamaica oranges, per bbl.	4 50 5 00
" " per box	2 50 2 75
grape fruit, per box	3 50 4 00
Florida oranges, per box	3 50 4 00
Florida grape fruit, per box	4 25 4 50
Mexican oranges, per box	2 25
California navel oranges, per box	3 50
New Messina lemons 30's	7 75
" " 36's	2 25
Bananas, large bunches, crated	1 25 1 50
Bananas, 8s, per bunch, crated	1 00
Apples Winter varieties	2 00 3 50
Sweet potatoes, per bbl.	4 25
Grapes, small baskets	0 15 0 20
" " large	0 25 0 30
Canadian atawba grapes, per basket	0 25 0 30
Almeria grapes, per bbl.	5 50 7 00
Spanish onions, case	3 25

Foreign Dried Fruits.

Currants—No change to report this week.

Valencias—Stocks have been fairly well distributed, and there has been some inquiry for spot stock of layers, which appear to be about exhausted.

Nuts—The only change noted is a slight easiness in shelled walnuts.

French Peanuts—The demand is still maintained, and has the effect of keeping the French market in its previous firm condition.

Dates—Recent London cables quote Hallowees slightly easier for second tide. The quality is reported to be fine.

Figs—Comadras—The market is almost bare of this article, which can now be imported at about the last quotation, notwithstanding the increased trade, the reduction in f.o.b. prices being about equivalent to the increased freight. Stocks generally of all kinds of dried fruits are in small compass, buying this season having been smaller than usual.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 06	0 06½
Layers	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 13½
Peaches " "	0 10½
Pears " "	0 13

MALAGA RAISINS.

London Layers	2 00
" " Connoisseur Clusters	2 50
" " Quarter boxes	0 80
" " Royal Buckingham Clusters, ½-boxes	1 10
" " Boxes	3 50
" " Excelsior Windsor Clusters	4 50
" " "	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	0 06	0 06
" " 3 "	0 06	0 06½
" " 4 "	0 06	0 08

PRUNES.

30-40s	Per lb.	Per lb.
40-50s	0 08½	0 08
50-60s	0 08	0 07
60-70s	0 07	0 06
70-80s	0 06	0 05
80-90s	0 05	0 05
90-100s	0 05	0 05
Oregon Prunes (Italian style) 40-50s	0 08	0 07
" " 50-60s	0 07	0 06
Oregon prunes (French style), 60-70s	0 06	0 04
" " 90-100s	0 06	0 04
" " 100-120s	0 04	0 04

CURRENTS.

Filiatras, uncleaned	0 04½	
Fine Filiatras, per lb. in cases	0 04½ 0 05	
" " cleaned	0 04½ 0 05½	
" " in 1-lb. cartons	0 05½ 0 06	
Finest Vostizzas	0 06½ 0 07½	
Amalias	0 06	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 06
" " 1-lb. carton	0 06 0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	0 09
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" " pulled figs, in boxes, per box	0 22
" " stuffed figs	0 28
12-oz. boxes	0 06½ 0 07

NUTS.

Grenoble walnuts	0 12½ 0 14
Tarragon almonds	0 13
Sicily almonds	0 11
Shelled walnuts	0 20
Marbot Walnuts	0 10 0 11
New Brazils	0 15 0 16
Jumbo pecans	0 14
Large	0 12½

tion of 20,000 tons in estimate of Belgian crop made December 2nd, brings Mr. F. O. Licht's estimate of all Europe to 4,715,000 tons, against the actual output last campaign 5,852,043 tons. The effect of this reduction in estimates of 235,000 tons was soon evident, beets jumping from 14s 3d to 14s 6d for December shipment, 14s 7 1/2d for January. New York also responded promptly, large sales of Cuban centrifugals transpiring at a full eighth advance on previous transactions. On the 8th, 50,000 boxes Cubans for January-February shipment were purchased at 33-8 c. and f. Since then fully 275,000 bags for January, January-February, and January-March shipments were placed with U. S. refiners at 31-2c e. and f., equal to 47-8c duty paid.

We also note further sale on the 8th of 2,500 tons Demerara centrifugals to Canadian refiners at 31-4c e. and f. New York, which was 3-16 above New York parity for these goods on that date.

Since the above large transactions, the market has taken an easier turn, and Europe is reported weak, with business at lower prices, beets declining to 14s 5 1/4d to 14s 4 1/2d and 14s. There was no apparent reason for the break in Europe, unless it was that the market expected a further reduction in the factory estimates of 100,000 tons, or say from 4,630,000 tons to 4,530,000 tons; but as the fabricants have made no change in their previous figure, the bulls seem to have been disappointed, and as they had fully discounted the possible effect of a further decrease, which has not materialized, it will be readily understood why the decline has taken place. In addition to this, cables from Cuba report that there are now 45 central factories in operation, indicating that the making of the crop is in full swing, fully two weeks ahead of last season, and reports say that there is cane enough in the fields for 1,400,000 tons sugar. These factors combined have had a depressing effect on the market, and at the moment all buyers are withdrawn. The opinion is expressed, however, that there need be no change in Willett & Grey's estimate of the Cuban crop of 1,200,000 tons, as it is well known that Cuba never grinds all the cane in the fields, the work usually being interrupted by unfavorable weather conditions.

The earlier advices had their effect upon refined prices, both here and in the U. S., two advances of 10c per 100 lbs each taking place, and New York net basis is now \$5.50 for granulated, while here quotations are firm on basis of \$5.43 Toronto for extra standard granulated.

Receipts at three Atlantic ports for week ending December 6th were light, viz., 9,159 tons, with meltings of 27,000 tons, and total stock in all hands of 111,214 tons.

Combined stocks of Europe and America at latest uneven dates were 1,805,464 tons, against 2,431,612 tons last year, decrease now being 626,148 tons.

We revise quotations below as follows:

Paris lumps, in 50-lb. boxes.....	6 08
" " in 100-lb. ".....	5 98
St. Lawrence granulated.....	5 43
Redpath's granulated.....	5 43
Acadia granulated.....	5 43
Berlin granulated.....	5 38
Phoenix.....	5 33
Bright coffee.....	5 23
Bright yellow.....	5 18
No. 3 yellow.....	5 13
No. 1 ".....	4 93
No. 1 ".....	4 83
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Foreign Dried Fruits

The Christmas trade in foreign dried fruits continues to be the chief item in the grocery trade. Owing to lateness in arrival of fruit, the shipping of orders for the holiday trade will not be completed until the middle of next week. On the whole the fruit trade this year has been satisfactory with the exception of Valencia raisins and other fancy table fruit such as dates and figs. In ordinary varieties of dried fruit, however, the volume of trade was never better.

A cable from Denia, dated Tuesday, Dec. 13, says that stocks of Valencia raisins in Spain have been reduced to about 80,000 boxes. As the average crop of Valencias is estimated at 2,300,000 boxes, it will be seen that there is only a very small percentage left. The cable also states that an advance in the market is expected, and that the low price of Valencias has resulted in a lively demand in Spain. The feeling locally is decidedly easier, and although there has not been any cut so far for immediate delivery The Canadian Grocer predicts that fine select Valencia raisins will be obtainable after the new year as cheap as 5 1/4c.

The currant market continues strong. During the past week trade has been more or less inconvenienced owing to the late arrival of the steamer Jennie in New York with Christmas supplies, a thing almost without precedent in the history of the trade at this season of the year, when stocks are usually plentiful.

California prunes, large and small sizes, are reported scarce. Apricots and evaporated peaches are scarce and high in price. The rumor as to shortage in candied peels last week has been confirmed. It appears that the trade was overloaded last season, and on that account did not buy so freely this year, with the result that the requirements of the market were underestimated. Our quotations are as follows:

PRUNES.

100-110s.....	Per lb. 0 04	60-70s.....	Per lb. 0 06 0 06 1/2
90-100s.....	0 04 0 04 1/2	50-60s.....	0 06 1/2 0 06 1/2
80-90s.....	0 05	40-50s.....	0 07 1/2
70-80s.....	0 05 1/2 0 05 1/2	30-40s.....	0 08 1/2 0 08 1/2

CANDIED PEELS.

Lemon.....	Per lb. 0 09 0 10	Citron.....	Per lb. 0 15 0 18
Orange.....	0 10 0 11		

FIGS

Tapnets.....	Per lb. 0 03 1/2 0 04	Elemes.....	Per lb. 0 08 0 13
Naturals.....	0 06 1/2 0 07 1/2		

APRICOTS.

Californian evaporated.....	Per lb. 0 12 1/2 0 14
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PEACHES.

Californian evaporated.....	Per lb. 0 11 0 14
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PEARS.

Californian evaporated, per lb.....	0 14
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CURRENTS.

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

RAISINS.

New selects.....	Per lb. 0 06 1/2 0 06 3/4
Off stalk.....	0 05 1/2
Sultana.....	0 06 1/2 0 10
Californian seeded, 12-oz. boxes.....	0 06 1/2 0 07
" " 1-lb. boxes.....	0 07 0 08 1/2
" " unseeded, 2-crown.....	0 07 0 08 1/2
" " 3-crown.....	0 05 1/2 0 07
" " 4-crown.....	0 07 0 08

DATES.

Hallowees.....	Per lb. 0 04 1/2 0 05	Fards new choicest.....	Per lb. 0 09 0 10 1/2
Sairs.....	0 04 1/2 0 04 1/2	" " new choice.....	0 09 1/2

FOREIGN NUTS.

There is a strong demand for all varieties of nuts. Shelled almonds, Marbot walnuts and filberts are scarce. Shelled walnuts are quoted low in comparison with nuts in shell. Next arrivals of almonds are expected about the first of the year. Cocoanuts are scarce, and there is a fair inquiry for peanuts. During the week English cobnuts have arrived on the market and are selling at 20c per lb. Prices are firm, and although they are not expected to advance no decline is anticipated. Our quotations are:

Peanuts, green, Virginia, per lb.....	0 08 0 10
" " roasted.....	0 10 0 11
" " Spanish, green, per lb.....	0 09
" " " " roasted, ".....	0 10
" " Japanese, green, per lb.....	0 09
" " " " roasted.....	0 11
Almonds, Tarragona, per lb.....	0 12 0 12 1/2
Walnuts, Grenoble, ".....	0 12 1/2
" " Bordeaux, ".....	0 09 0 10
" " Marbots.....	0 10 1/2 0 11
Filberts, per lb.....	0 10 1/2 0 11
Pecans, per lb.....	0 13 0 15
Brazils.....	0 16 0 16 1/2
Cocoanuts, Jamaica, per sack.....	4 00
Italian Chestnuts, per lb.....	0 11 0 12

DRIED FISH.

There is practically no change in the dried fish situation for the week, excepting a scarcity of white fish, which are reported to have been largely shipped to United States markets. Increased business in dried fish is sure to come now that the cold weather has begun in earnest and as soon as the holiday season is over. We quote the following prices:

Boneless fish, per lb.....	0 04 1/2
Cod fish, 1-lb. bricks.....	0 06 1/2
Pure cod, per lb.....	0 10
Quail-on-toast, per lb.....	0 05 1/2 0 06
Filched cod fish, in cases of 100 lbs., per lb.....	0 06 0 06 1/2
Labrador herring, per bbl.....	6 00 6 50
" " per 1/2 bbl.....	3 25 3 40
Scaled herring.....	0 14
Salmon trout, per keg.....	6 00

BIRD SEED.

Trade is quiet and prices continue unchanged. The outlook is for a quiet market with unchanged price list. Our quotations are:

Canary seed, per lb.....	0 06 1/2
Hemp.....	0 05
Cottam's.....	0 08
Brook's.....	0 07

EVAPORATED APPLES.

Evaporated apples are quiet and selling at 5 1/2 to 6c. Increased trade in this article is not expected until January or February of next year.

Country Produce.

EGGS.

The mild weather of a week ago has resulted in a brightening up of the market. The season for exporting has about closed, and more attention will be paid to pickling from now on. Our quotations are:

Eggs, fresh gathered.....	0 22 0 23
" " fresh.....	0 20 0 21
" " pickled.....	0 19 1/2 0 20

MOST DELICIOUS COMBINATIONS OF DAINTIES

ALEXANDER CAIRNS & SONS

St. George Preserve Works PAISLEY, SCOTLAND.

MARMALADES

JAMS AND JELLIES

Patent air-tight cap, 1-lb. glass. Cases 2 doz.

Marmalades

Pure Scotch Orange	\$1.60
Finest Home-Made Orange	2.10
Tangerine Orange	2.10
Pineapple	2.20
Ginger	2.20
Green Fig	2.20
Green Fig and Ginger	2.20
Ginger and Pineapple	2.20

Fine Scotch Jams

Strawberry	\$2.10
Raspberry	2.30
Assorted	2.10
THE ASSORTMENT CONSISTS OF:	
3 Strawberry	3 Red Currant
3 Raspberry	3 Black Currant
3 Gooseberry	3 Greengage
3 Apricot	3 Raspberry and Red Currant

Pure Scotch Orange Marmalade, cases 12/7 lb. tins	\$7.00
Bramble Jelly, from the Scottish Highlands, 1-lb. Stone Jars, cases 2 doz	2.00

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice.

Cairns' Bramble Jelly is a specially fine Preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary fruit. It is manufactured from Wild Brambles.

Quantities of 5 cases or more, one kind or assorted kinds, 5 per cent.
Trade Discount.

TERMS:—F.O.B. Montreal, Net 30 Days or 1% 10 Days.

Sole Agents for the
Dominion of Canada:

HUDON, HEBERT & CIE.

Importing Wholesale Grocers
and Wine Merchants.

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

HONEY.

Conditions of trade continue unchanged. 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.

A good demand from Europe has changed the conditions of the market, and owing to the scarcity a stronger advance than what has already taken place is anticipated. During the week hand-picked advanced 5c per bushel. We quote the following:

Beans, handpicked, per bush.....	1 60	1 65
" prime, No. 1.....	1 45½	
" prime, No. 2.....	1 35	
" Lima, per lb.....	0 07	0 07½

SEEDS.

Foreign buyers have made no advances and trade is quiet. Prices continue unchanged. Our quotations are as follows:

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.

Trade has improved during the last week, all orders now calling for Christmas goods. Oranges are causing the best inquiry. During the week four cars of Southern California navel have arrived in Toronto. Florida oranges arriving are showing considerable waste and are undesirable for holding any length of time. The season for Jamaica oranges is drawing to a close. Valencia oranges are pale in color and receipts are considerably lighter than in previous years.

Lemons are reported scarce and have advanced. The banana trade is quiet, it being a bad season for this fruit. The cold weather is affecting the fruit. Unusually large supplies of grape fruit are arriving, a good trade having been worked up as this article becomes better known.

The demand for Almeria grapes continues active. Shipments arriving show some waste, the first reported this season.

A good inquiry for cranberries is noted. Early blacks have been removed from the list as their season has ended. Budd's long keepers, although higher in price, have the preference over Late Howes. Seven cars of holly have arrived on the market during the last week, which it is thought will be enough to supply the trade this season. Prices are firm and are expected to remain so till after the holiday season. We quote the following prices:

Jamaica oranges, per bbl.....	4 50
" per box.....	2 50 2 75
Jamaica grape fruit, per box.....	3 75 4 00
Florida oranges, per box.....	3 25 3 75
Florida grape fruit, per box.....	4 00 4 50
Florida tangerines (half straps).....	3 00
Florida pineapple, per case.....	3 50 4 00
Mexican oranges, per box.....	3 00 3 50
California navel oranges, per box.....	4 25 4 50
" ordinary.....	4 20 5 30
" large.....	5 00 5 25
" 714's.....	2 50 3 00
New messina lemons, 300's, per box.....	2 25 2 75
" 360's, per box.....	1 25 1 50
Bananas, large bunches, crated.....	0 75 1 00
Bananas, 8's, per bunch, crated.....	2 00 2 50
Apples, Winter varieties.....	5 00
Sweet potatoes, kiln dried, per bbl.....	5 00 6 25
Almeria grapes, per bbl.....	9 25 9 50
Cape Cod cranberries, late Howes.....	10 00
" Budd's long keepers.....	0 08
Smyna figs, Eleme, four crowns.....	0 09
" five.....	0 10
" six.....	0 15
" seven.....	0 08 0 09
" glove boxes, 1-lb.....	0 10 0 11
" Protoben, four crowns.....	0 13½ 0 14
" five.....	0 03½ 0 04
Comadre figs.....	4 00 4 50

Eben James, Toronto, has received

the following cables from Woodall & Co., Liverpool, dated December 12, 1904: "15,000 bbls. selling. Market active and steady." From M. Isaac & Sons, London, dated December 12, 1904: "Marked here 6d to 1s better."

APPLE SHIPMENTS.

Total shipments from all ports week ending Dec. 3, '04.					
	To Liver-	Lon-	Glas-	Vari-	Total.
	pool.	don.	gow.	ous.	
From Boston.....	8,876	364	.....	1,720	10,460
New York.....	3,021	4,026	.....	721	11,015
Portland, Me.....	6,644	.....	7,684	.....	14,328
Halifax.....	133	.....	.....	.....	133
St. John, N.B.....	418	.....	1,557	.....	1,975
Total for week.....	18,592	4,300	.....	9,962	31,911
Same week 1903.....	17,049	9,141	.....	6,137	41,913
Same week 1902.....	36,531	23,108	.....	941	68,758
Total since season opened.....	.....	.....	.....	.....	1,474,681
Same time 1903.....	.....	.....	.....	.....	2,424,923
Same time 1902.....	.....	.....	.....	.....	1,635,946

Vegetables.

During the week greenhouse lettuce, mushrooms and carrots have advanced in price. As the majority of purchasers have stocked their Winter's supply, conditions of trade are inclined to be quiet. Cabbage continues scarce. The Spanish onion is gradually taking the place of domestic stock, and at this late period a large amount of the imported stock is being used. California vegetables are

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 15, 12.30 p.m.

(By telegraph.)

BUTTER—Market active. Prices firm. Local price quoted 2½c, and if quality fine same figure can be obtained for export.
CHEESE—Strong feeling still obtains. Holders asking 10½c for fine Ontario, and expect importers to come around to their view as market is firm.
EGGS—No change. Market strong and prices firm. Cold storage selects quoted at 24c and straight, 18½ to 20½c, according to quality.
 Montreal limed 19c., and western about 18 to 18½c.
PROVISIONS—Barrel pork and provisions easier. Live hogs firm, selects 5½ to 5½c.; mixed, 5 to 5½c.; and sows, 4½ to 4½c. Dressed hogs steady.

arriving on the market. Our quotations are:

Head lettuce, per doz. bunches.....	0 25	0 40
Greenhouse lettuce.....	0 35	
Greenhouse radishes, per doz. bunches.....	0 50	
Mushrooms, per lb.....	1 10	
Dry Mint, per doz bunches.....	0 20	
Parsley, ".....	0 20	
Sage, per doz.....	0 15	
Savoury, per doz.....	0 15	
Beets, per bu.....	0 50	
Beets per bag.....	0 60 0 75	
Dry Onions, per bag.....	1 60 1 75	
Dry Onions, per basket.....	0 40	
Spanish onions, per case.....	3 50	
Green house water cress, per doz.....	0 25	
Cauliflowers, per doz.....	0 75 1 50	
Michigan celery, per doz.....	0 35 0 50	
Canadian celery, per doz.....	0 50 0 75	
Vegetable marrow, per doz.....	0 80 0 90	
Potatoes, per bag.....	0 75 1 25	
Butter squash, per doz.....	1 00	
Parsnips, per bu.....	0 10 0 15	
Red cabbage, per doz.....	0 10 0 15	
" per head.....	0 05	
Cabbage, per head.....	0 40 0 50	
" per doz.....	0 30 0 35	
Furnips, per bag.....	0 10 0 15	
Pumpkins, each.....	0 10 0 15	
Spinach, per bu.....	0 50	

Fish and Oysters.

Trade in fish is quiet, owing to the holiday goods receiving more attention. A better trade, however, is expected after Christmas. The cold weather has caused a brisk trade in oysters. In addition to our list we have frozen fresh water herring, frozen halibut and British Columbia sea salmon. Prices continue unchanged. Our quotations are:

Frozen halibut.....	0 10 0 11
Sea salmon.....	0 12
British Columbia salmon.....	0 10 0 11
Whitefish, fresh caught, per lb.....	0 07½
Haliback " per lb.....	0 06 0 07
Ood, steak ".....	0 07
Perch ".....	0 06

Trout, lake, per lb.....	0 07½
Herring, lake, per lb.....	0 04 0 05
Pike, per lb.....	0 05 0 06
Finnan haddie, per lb.....	0 07 0 07½
Oysters, Long Island natives, per imp. gal.....	1 65
" " Baltimores, per wine gal.....	1 30
" " Standards, per small pail.....	3 90
" " Selected, ".....	4 80
Ciscoes, per basket.....	1 00 1 25
Kippers, per box of 80.....	1 00 1 25
Bloaters, per box of 100.....	1 00 1 25
Labrador herring, ¼ bbl.....	3 25
" large bbl.....	6 00
Shrimps, per gal.....	1 25
Sea herring.....	1 00 2 25
Smelts, No. 1.....	0 10
" No. 2.....	0 08
" extras.....	0 12½
Frozen fresh water herring.....	0 03½ 0 04

Grain, Flour and Breakfast Foods.

GRAIN.

During the week peas have advanced 1c per bush. Manitoba wheat, Northern No. 1 has advanced ½ to 1c per bush., No. 2 1 to 1½c, and No. 3, ½c per bush. Red and white wheat have declined 2c per bush. This change in wheat is due, as far as can be learned, to speculation. Our quotations are:

All on track Toronto.....		
Manitoba wheat, Northern No. 1 new.....	1 06	1 07
" " " No. 2 ".....	1 00½	1 01½
" " " No. 3 ".....	0 96	
Red, per bushel, new.....	1 02½	1 03
White ".....	1 02½	1 03
Barley ".....	0 45	0 52
Oats ".....	0 35	0 35½
Peas ".....	0 74	0 75
Buckwheat ".....	0 60	0 61
Rye, per bushel, ".....	0 80	0 81

FLOUR.

Trade continues strong with prices unchanged. The bad times which are current in England among the laboring class have not affected the export trade to that country, although manufacturers believe it will at a later date. We quote the following:

Manitoba wheat patents, per bbl.....	5 00
Strong bakers.....	5 45
Ontario wheat patents.....	5 25 5 30
Straight roller.....	5 50

BREAKFAST FOODS.

During the week pot barley in bags and in wood has advanced 25c. This advance is owing to the lack of keen competition, the result of one of the larger manufacturing plants being damaged by fire, which has caused a delay in operations. Oats are firm and an advance is expected in oatmeal and rolled oats. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl.....	4 55
Rolled wheat 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.....	4 00
" " " " in wood.....	4 25

Hides, Tallow, Skins and Wool.

The market continues firm. Hides, on account of the quality at this time of year—the long hair and dirt caused from animals being penned up—have dropped ¼c. Quotations have not been changed, however, and prices as quoted below will be paid for first-class hides. Tallow has advanced ¼c per lb. Sheepskins have advanced ¼c per lb. Our quotations are:

HIDES

No. 1 green steers, per lb.....	0 09½
" " " " ".....	0 08½
No. 1 green, per lb.....	0 09
" " " " ".....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 sp. inclusive.....	0 10
" " " " ".....	0 08
" " " " " 15 to 20 lb.....	0 09
" " " " ".....	0 07
Sheep skins.....	1 10 1 25

Your stock is not complete if you have not the following goods (for which we are sole representatives in Canada) of highest possible reputation :

Ph. Richard's (St. Jean d'Angely) - - Brandy
 S. O. F. C. V. S. O. P. V. O.

Mitchell & Co., Glasgow, - Scotch Whiskies
 GREY BEARD, in Stone Jars. SPECIAL RESERVE.
 EXTRA SPECIAL LIQUEUR. HEATHER DEW.

Mitchell Bros. & Co., Ltd., Belfast, Irish Whiskies
 CRUISKEEN LAWN, in Stone Jars. OLD IRISH.
 SPECIAL RESERVE.

Pollen & Zoon, - - - - Gin
 FANCY CLEAR GLASS BOTTLES, 1/2-Gal., 1/4-Gal. and 1/8-Gal.
 RED CASES—GREEN CASES—VIOLET CASES—WHITE CASES.

Blandy Bros., - - - - Wines
 PORT, Good Fruity. SHERRY, Manzanilla.
 " Invalid Special. " Amoroso.
 MADEIRA, London Particular. MALAGA, Pale and Sweet, Blue Label.
 " Especially Selected. " " " White Label.
 " Very Superior.

DRIED FRUITS, NUTS, SHELLED NUTS

Malaga Table Raisins, Currants, Sultana Raisins, Valencia Raisins

4 CROWN LAYERS. SELECTED. FINE OFF-STALK.
 SPECIAL—2000 Boxes (28 lbs.) 4 Crown Layers.
 1000 " (14 lbs.) Fine Off Stalk.
 1500 " (7 lbs.) " " "

FINEST QUALITY, WHICH WE OFFER AT VERY ADVANTAGEOUS PRICES.

We will receive about the 20th inst, a car of **GRIFFIN & SKELLEY CALIFORNIA PRUNES** in 25-lb. Boxes, following sizes :

50 to 60s 60 to 70s 70 to 80s 80 to 90s 90 to 100s

Also Evaporated **PEACHES, PEARS** and **APRICOTS.**

ASK FOR OUR PRICES, OR SEE OUR TRAVELLERS.

LAPORTE, MARTIN & CIE., LIMITED

Wholesale Groceries, Teas, Wines, and Spirit Merchants, - MONTREAL

TALLOW.

Rendered tallow, per lb.....	0 04½	0 04½
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WOOL.

Unwashed wool, per lb.....	0 13	0 14
Fleeced 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

SEASON'S REMINDERS.

One of the most attractive of the season's reminders is the Fairy calendar sent out by the N. K. Fairbanks Co., of Montreal. It is a most artistic and delicate piece of lithographing in a series of five large separate panels; the first a calendar, the others representing Morning, Evening, Noon and Night. The series is well worth framing and will add materially to the appearance of any store, and for that matter they are far superior to the pictures often found in many drawing rooms. They are being sent out to the trade and if any readers of The Grocer have not yet received one no doubt a request on their business heading will be efficacious.

NEW CUSTOMS REGULATIONS.

The Department of Customs, Ottawa, last week issued a circular advising collectors that the free entry of catalogues and price lists is to apply when they are imported for wholesale purposes only. These would usually be addressed to dealers or traders. Duty at the rate of 15 cents per pound under tariff item 120 is to be collected on circulars, fly sheets and other advertising matter (except catalogues and price lists for wholesale only), when imported by mail addressed to individuals or otherwise. The distribution of advertising matter being ordinarily of interest to the sender, collectors are advised in respect of quantities of advertising matter, weighing over one pound in the aggregate from the same exporter, that they may notify the sender as to the amount of duty payable thereon and state that the advertising matter will be forwarded as addressed on prompt remittance of duty. When the duty remains unpaid for sixty days, the matter is to be treated as unclaimed and a special notation made thereof without entry on the usual "unclaimed list of uncustomed goods." At the expiration of six months the inspector may direct the matter to be destroyed in default of payment of duty, if the same cannot be sold for a sufficient sum to pay duty and charges as provided in section 37 of the Customs Act.

A BEAUTIFUL CALENDAR.

The Dominion Canister Co., of Dundas, Ont., have got out a 1905 calendar which even surpasses their very fine one of a year ago. On a background of dark grey is a splendid lithographic production of E. Irving Couse's painting, "The Historian." The picture shows an Indian warrior seated on a wolf skin recording old wars on a well-tanned deer skin for canvas. Seated on the ground beside him is an Indian lad of

some 12 years, equally absorbed in the art of the painter and the tale of the historian. The coloring is rich, and the calendar most creditable to the Dominion Canister Co. If any of the readers of The Grocer want one of these calendars they should apply early, for they won't last long.

COMMERCIAL SAGACITY.

Vice-President Juhring informs The Canadian Grocer that Francis H. Leggett & Co., brought to New York during the Summer and Fall of 1904 no less than two thousand buyers, entertaining them at luncheon and treating their guests to a revelation of the commercial supremacy of New York. Many of the visitors had not been in New York for years and so interested were they that many have come again and keep coming and purchase liberally. If every great firm in New York would follow the example of Francis H. Leggett & Co., the trade of the city would increase more rapidly than it does. Theirs was a movement which was a blessing to others as well as themselves.

DRESSED BEEF TRADE.

Mr. Nelson Bickerdike has re-opened his commission business for the season at 196 St. Paul street, Montreal, dealing in dressed meats, poultry, hogs, etc. Mr. Bickerdike has been connected with the live stock export and butcher trade for many years and is well-known throughout the city and district. He reports receipt of some large consignments of dressed beef, hogs, etc.

NO CHRISTMAS PRESENTS.

Editor Canadian Grocer:

I was pleased to note a letter from London, Ont., the other day commending the action of the Wholesale Grocers' Guild at their last meeting, held in Toronto, namely, to do away with the Christmas present business. For years it has been a nuisance from start to finish, and I feel satisfied that retailers all over the country will join hands with their wholesale friends in a move of this kind. Why either wholesale or retail grocers should give presents has been always a mystery to me. The profits are smaller and the time longer in these trades than any other in Canada, but the public seem to have used them as a sort of milk cow. Every year even the corner grocery has to throw away dozens of dollars in this sort of thing, and put on his boots bread, potatoes, meat, etc., for which he has had to pay cash, while the big departmental stores who sell everything for cash would as soon think of cutting their throats as giving their customers something for nothing. This move of the wholesale grocers all over the Province of Ontario is a move in the right direction.

(Signed,)

RETAILER.

CLERKS' MONTHLY MEETING.

The regular monthly meeting of the Retail Grocers' Association was held at their rooms in the Temple Building, Toronto, on Tuesday evening, December 13. On account of it being a busy month the attendance was not as large as was expected.

PERSONAL MENTION.

Mr. C. St. Clair Balfour, of Balfour & Co., wholesale grocers, Hamilton, was a visitor to Montreal during the week and paid friendly visits to his confreres and friends in the trade.

Mr. W. H. Sutton, president of the Orme & Sutton Rice Co., of New Orleans, New York and Chicago, was a caller on the Toronto grocery trade this week and favored The Canadian Grocer with a friendly visit.

Mr. John Campbell, of the Acme Can Works, Montreal, was a caller upon the Toronto trade this week. His firm have lately installed a new system of gas lighting in the Montreal factory which he claims is one of the most complete and unique on the continent.

HINTS TO BUYERS.

Laporte, Martin & Cie., Montreal, are making special offers to the trade in Smyrna figs. Layers, 3, 4, 5, 6 and 7 crown—10 and 15 lb. boxes; finest quality.

Laporte, Martin & Cie., Montreal, have just received shipment of Valencia raisins, best quality, at exceedingly low prices. These should have arrived end of November, but on account of delay will be sold at bargain prices.

For the Christmas and holiday trade Laporte, Martin & Cie., Montreal, are making inducements to the trade in Blandy Bros. (London) fine porto sherry, Madeira and Malaga wines.

Warren Bros. & Co., Toronto, report large sales of their "Red Shield" brand maple syrup.

Warren Bros. & Co., Toronto, are offering peels at exceptionally low prices to clear out stock.

SUCKLING & CO.

SPECIAL SALE OF

OFFICE FURNITURE!

On Tuesday, December 20th,

Commencing at 11 o'clock, a.m., at our Ware-rooms, 66 and 68 Wellington-street West, Toronto, consisting of

Roll and Flat Top Desks, Tilting and Arm Chairs, in wood and leather upholstered, Typewriters' Desks and Chairs, Vertical Filing Cabinets, Card Index Cabinets, Flat and Loose Leaf Filing Cabinets, Sectional Filing Cabinets of all descriptions, Cheque Files, Document Files, Commercial Report Cabinets, Steel Vault Busses, Steel Filing Cabinets, Etc., Etc.

The above are all New Goods and high-class throughout.

DESCRIPTIVE CATALOGUES

Will be Ready on FRIDAY, when the

OFFICE FURNITURE

May be Inspected

WITHOUT ANY RESERVE.

Making Mistakes

is a common experience. We have found grocers reject Blue Ribbon Tea because some other package tea turned out a failure. And some who began with Blue Ribbon switched off for a time to a package tea that cost less. But experience has taught them the goodness of

Blue Ribbon Ceylon Tea

and they sell it now with unshaken faith.

Business depends upon the law of supply and demand, and this in turn upon the quality and standard of merchandise sold. For superior quality and uniform high standard **CHASE & SANBORN'S COFFEES** are unequalled.

CHASE & SANBORN

The Importers, Montreal

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.
Quotations corrected by telegraph up to 12 a.m. Thursday, December 15th, 1904.

SUGAR continues to be the centre of attention in local grocery circles, and it is still advancing to unusual figures. Its probable course is very hard to predict. It was expected after the close of navigation that there would be an advance, as the extra cost of bringing sugar to Winnipeg by an all-rail route is about 10c per cwt. But, contrary to expectation, the first change after navigation closed was a decline of 5c per cwt. in the price in barrels, and this was in effect only a few days when it was followed by a sharp advance. Other price changes are not numerous this week. Foreign dried fruits are moving faster perhaps than any other class of groceries, and prices this week are unchanged. In canned goods the feature of the market is still the scarcity of tomatoes, and new supplies are being imported from the United States. Duty and freight amount to a very considerable item, but no further supplies of Canadian goods appear to be available. There has been a slight advance in Rangoon rice quotations, which will be found below. The Christmas trade appears to be up to expectations, and all the wholesale houses appear to be very busy. Collections are reported to show an improvement.

Sugar.

As noted above, the strong position of sugar is the feature of the market this week. Sharp advances in price have taken place, and it seems likely sugar will continue to be held at an unusually high figure. It should be noted, however, that as yet the recent advances apply only in the west to the Winnipeg market. For shipments from Brandon west of Portage La Prairie, the old prices still apply. We quote as follows:

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" " yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 90
" " in sacks	5 85
Icing sugar, in bbls	6 15
" " in boxes	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
Lump, hard, in bbls	6 70
" " in 4 bbls	6 80
" " in 100-lb cases	6 70

Canned Goods.

There is an active trade in canned goods, but prices are stationary at present. As noted above, canned tomatoes are still in very scant supply, and importations from the United States are commencing. We quote:

Apples, 3s, 2 doz. cases, per case	2 45
Cherries, red pitted, 2s, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" " black, " " " " "	3 75
Gooseberries, " " " " "	3 50
Lawtonberries, 2s, " " " " "	3 35
Pears (Bartlett's), " " " " "	3 60
Peaches 2s, " " " " "	3 85
" " 3s, " " " " "	5 85
Raspberries, red, " " " " "	3 00
" " black, " " " " "	3 00
Strawberries, " " " " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" " green gages, 2 doz. case, per case	3 20
Tomatoes, 3s, per 1 doz. cases	3 60
Corn, 2s, " " " " "	2 60
Peas, 2s, " " " " "	1 90
Beans, 2s, " " " " "	1 95
Salmon, finest sockeye, per case	7 00
" " humpback, " " " " "	3 75
" " cohoes, " " " " "	5 25

Spices.

No changes have been made this week in the spice market. The holiday de-

mand has stimulated trade slightly, but business is not very active. We quote as before:

Pepper, black, per lb.	0 18
" " white, " " " " "	0 25
Cayenne, " " " " "	0 21
Cloves, ground " " " " "	0 25
Cassia, " " " " "	0 16
Allspice, " " " " "	0 14
Ginger, " " " " "	0 15

Rice, Tapioca, Etc.

The market is quite firm, with a recent slight advance in Rangoon rice. We quote as follows:

Rangoon rice, per lb.	0 04
Patna, " " " " "	0 04 1/2
Tapioca, per lb.	0 03 1/2
Sago, " " " " "	0 03 1/2

Syrups and Molasses.

In sympathy with the increasing strength of the sugar market, syrups and molasses occupy a particularly firm position. No advance has been made, but prices are undoubtedly very firm. Business continues to be of seasonable proportions. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " " " " "	2 70
" " 10-lb tins, per 1/2 " " " " "	2 50
" " 20-lb tins, per 1/4 " " " " "	2 40
" " 1 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Barbadoes molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2
" " in barrels, " " " " "	0 02 1/2

Coffee.

The coffee market continues quiet but strong, in sympathy with advices from foreign markets, which seem to indicate a stiffening of prices. We quote as before:

Green Rio, per lb.	0 10 1/2 0 11
Roasted, per lb.	0 14

Nuts.

Christmas trade in nuts continues very active, but supplies seem to be ample. We quote:

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 28
Hilberts, " " " " "	0 11
Peanuts, extra choice, " " " " "	0 11 1/2
Jumbos, " " " " "	0 14
Walnut, per lb.	0 12
" (shelled) " " " " "	0 25
Pecans, per lb.	0 15 1/2 0 16
Brazils, per lb.	0 16

Foreign Dried Fruits.

Foreign dried fruits are in very active demand at present for Christmas trade. Valencia raisins are in none too abundant supply, in view of the active demand, although large quantities were put in stock this season. We quote:

Valencia raisins, Trenors, per case f.o.s.	2 00
" " selects, " " " " "	2 20
" " layers, " " " " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " choice seeded in 1/2-lb. packages	0 07 1/2
" " per package	0 06 1/2
" " choice seeded in 1-lb. packages	0 08
" " per package	0 04 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " 80-90 " " " " "	0 04 1/2
" " 70-80 " " " " "	0 05 1/2
" " 60-70 " " " " "	0 05 1/2
" " 50-60 " " " " "	0 06 1/2
" " 40-50 " " " " "	0 07 1/2
" " silver, " " " " "	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 05 1/2
" " dry cleaned, Filatras, per lb.	0 05 1/2
" " wet cleaned, per lb.	0 06 1/2
" " Filatras in 1-lb pkg, dry cleaned per lb.	0 06 1/2
" " Vostizzas, uncleaned, " " " " "	0 06 1/2
Dates, old, per lb.	0 05
" " new, (present delivery) per lb.	0 05 1/2
" " new, (delivery January) per lb.	0 05
Figs, cooking in bags, per lb.	0 04 1/2 0 04 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 13 1/2
" " standard, " " " " "	0 12 1/2
Peaches, choice, " " " " "	0 12 1/2
" " standard, " " " " "	0 12
Pears, (choice halves) " " " " "	0 13 1/2
Nectarines, choice " " " " "	0 11

Plums, choice (dark pitted) per lb.	0 10 1/2
Evaporated apples, new, 50-lb. cases	0 06 1/2 0 06 1/2
" " 25-lb. " " " " "	0 06 1/2
Candied Peel—Lemon peel, per lb.	0 09
" " Orange " " " " "	0 09 1/2
" " Citron " " " " "	0 14

Green Fruit.

An active holiday trade in many lines of green fruits, domestic and foreign, is reported. Snow apples are now practically off the market, and quotations are omitted below. Spys and other high-grade Winter apples are in active demand, and in not very large supply. Oranges and lemons are firm in price. Washington pears (Winter Nellis) are now off the market, their place being taken by the California variety, which sells at an advance of \$1 per case. We quote:

ORANGES.

Washington navel's, 126's	4 25
" " 150's, " " " " "	4 50
Extra fancy navel's, 170's to 250's	4 75
Fancy navel's, 25c per box less	3 75
Mexicans, 126's	4 00
" " 150's to 250's, " " " " "	4 00

LEMONS.

California lemons, 300's to 360's	6 00
(10c. off 5 case lots of oranges and lemons).	

PEARS.

California pears, per case	4 00
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CRANBERRIES.

Jersey cranberries (long keeping stock), per bbl.	11 00
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HONEY! HONEY!

A few tons of the very finest Western Ontario

White Clover Honey

Also a small quantity of

Buckwheat Honey

that will interest the trade.

WRITE OR WIRE.

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BY JOHN H. BLAKE, TEA EXPERT

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10 Front St. E., Toronto

APPLES.

Fancy XXX Winter apples (spies) per bbl.....	4 00
Fancy XXX Winter apples, red varieties, per bbl....	3 25
Greenings and other green varieties, per bbl.....	3 00

GRAPES.

Malaga keg grapes, per keg	8 00
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Onions.

In seasonable demand at former prices. We quote:

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

Oysters.

Oysters continue in brisk holiday demand at prices formerly quoted, which were:

Standard, per gallon.....	2 00
Select,	2 25

Flour.

The flour market continues quiet and featureless, and former quotations still obtain. We quote:

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

Breakfast Cereals.

No change in price is reported this week. We quote as before:

Rolled Oats, 80-lb. sacks, per cwt.....	2 10
" 40-lb. ".....	2 15
" 20-lb. ".....	2 20
" 8-lb. ".....	2 50
Cornmeal, per sack.....	1 70

Honey.

Honey continues in seasonable demand, with no new features of interest. We quote:

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

Eggs.

All indications point to an advance as supplies are very short, and there is a good holiday demand. Prices quoted are wholesale prices to the retail trade. Eggs are packed in cases which cost 25c each, and which are not returnable. We quote:

Eggs, fresh.....	0 26
" finest glycerine pickled.....	0 24

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.
Vancouver, B.C., Dec. 8th, 1904.

IF conditions were the same as last year outside the grocery and provision trade, the business this year would be considerably ahead of last season. This year the absolute failure of the fishing prevented the distribution of large amounts of money among people who perforce have to spend it and has been one factor in keeping trade at the normal. Following, is the closing down of almost all the big lumber manufacturing mills in the city, and the throwing out of employment many men, just at the season of the year when all should be at work. This latter is the result of the depression caused by the flooding of the only market in Canada, namely, that of the Territories, by the rough lumber from the State of Washington, owing to the absence of a duty. As it is, the merchants have hopes, based on present indications, that business this year will exceed that of last.

The Customer's Side

Your customer places his confidence in you. He doesn't know the goods. You do. Your customer knows how they look but he doesn't know the vital points.

You can rest easy if you can say "these are **CLARK'S** make, every tin is guaranteed and that's all one needs to know."

Clark's Meats are Guaranteed

Just Arrived, Seasonable Sellers

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, **C. E. COLSON & SON, Montreal.**
in Nova Scotia, **E. D. ADAMS, Halifax** in Winnipeg, **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 Manfrs. Agency Co., Vancouver, B.C.

Butter, both creamery and dairy, has stiffened, and advanced one cent in price. Further raises are not improbable as the figure is very firm, and the demand is very good. Eggs, cheese and lard remain steady. There is no further movement in the price of flour, which has taken so many jumps of late, that the price is nearly \$1 ahead per barrel than what it was before the raises, commenced. An advance is looked for in canned tomatoes. Orders are being filled very slowly, and present prices are very firm. Sugar is unchang-

ed since the raise last week. The tea business has been stimulated by the advance of about two cents per pound in the primary markets of Ceylons and Assams. Coffees are firm, and several shipments have recently been made from this side to the United States.

There may be an advance also in Japanese oranges. There is a shortage now, as this popular fruit is in great demand, and the consignments which arrived on the Tartar are about exhausted. The Empress liner arrived this morning, but it is not expected that she has many

on board, her cargo space having been otherwise taken up. What are on, are mostly consigned to Winnipeg, and unless they are too ripe for shipment further east, this market will be unsupplied until the arrival of the Pleiades, about the 21st or 22nd. If these conditions prevail, prices will go up to-morrow. At present they are selling retail for 50c per box, which holds about six dozen.

That is about the only feature in fruit. There was a glut in the banana market in the first part of the week, and dealers could not get rid of their stock. The fruit was of especially fine flavor and size and was well ripened. Potatoes are very firm, and an advance is not unlikely. In fact, there seems to be a general rise in all the necessary foodstuffs here this season, first one thing and then another, until the prices of household articles are all very high.

Trade with Mexico was discussed at the meeting of the Board of Trade on Tuesday evening, when there was present Mr. C. E. Harvey, agent of Andrew Weir & Co., of Glasgow, who is out looking over the ground. Mr. Harvey expressed disappointment that there was not already some trade existing that might be developed, and the members present who knew something of the situation were rather pessimistic in the discussion of the prospects. Nearly all the dealers here have already undertaken to secure information regarding the demand in that country for what British Columbia has to offer, with the result that there is nothing doing, and little in sight. They regard the visit of Mr. E. E. Sheppard as entirely without results, as he was not posted, and erroneous impressions have followed. Mr. C. M. Beecher, vice-president of the British Columbia Mills Timber and Trading Co., gave an instance of this. On his return, Mr. Sheppard called at their office and told the manager that some trade might be done with Peru and Chili, naming some of the large firms there. He suggested that prompt action be taken, so that the fruits of his labors might be taken advantage of, and was surprised when the manager told him that the B. C. M. T. & T. Co. had done business there for thirty years. Names of firms dealt with were given, of which Mr. Sheppard had never heard.

The trade with Mexico is mainly held by Americans, who have business connection in that country, where Americans are the principal people engaged in the enterprises. It was suggested that if the Government wanted to bonus a line for the development of trade it should have looked around. North China offered the best field in the world. There were abundant resources, return cargoes were in sight, and British Columbia and Canadian firms already had business connection there.

Canada has the reputation of being slow, and certainly conditions in the west do not indicate her zealous enterprise. The last instance is the capturing of the trade of Fernie, and the

increasing business of the Crow's Nest mining towns by Spokane merchants. The Great Northern line into Fernie has been completed, and no sooner is the last rail laid, than the first carload of general goods enters from Spokane. There is considerable jubilation in Fernie, as it is felt if goods are bought there, a market will be opened up for coal and coke in the mining towns of Montana, Idaho and Northern Washington. The Great Northern will extend its line right into the heart of the best district in British Columbia in 1905, the Similkameen and Nicola, and it is only reasonable to suppose that the trade will deviate south. There is a route for a direct line from the coast cities, but the Government is inactive and as a result will see the business of these districts go to the States. It was the same with the Yukon, and the cream of the trade was gone before Canada woke up to its possibilities. The present Provincial Government, while not altogether incompetent, is either afraid or unable to take any decisive step for the progress of the province.

A mackerel, closely resembling the Atlantic coast variety, was caught at Nanaimo last week, and the general belief is that this fish abounds in local waters. Since the fact was made known, W. Christie, manager of the C.P.R. telegraphs at Victoria, has received word from Bamfield, the land terminus of the Pacific cable, that large numbers of fish resembling the Atlantic mackerel have been caught on the west coast this Summer. Some of the operators are from Nova Scotia, having seen service at the terminus of the Atlantic cable, and are familiar with the species.

Prices are sky high at Fairbanks, in the Tanana—pepper, \$2.50 per pound; sugar, 50c per pound; candles, \$15; coal oil, \$20 a case; canned oysters, \$5; fresh steaks, \$3.50 per pound, and eggs \$75 a case.

Halibut has been very scarce during the past few weeks, brought about by continual bad weather in the north, and the inexperience of the new crews shipped by the fishing companies here.

Another effort is being made to have a market established in this city, and a strong recommendation to this effect will be made to the incoming City Council.

NEW BRUNSWICK MARKETS.

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

OUR local Board of Trade held its annual meeting during the past week and Mr. H. B. Schofield, of the firm of Schofield Bros., wholesale paper dealers and local agents for E. B. Eddy Co., was elected president. Mr. Schofield is one of our successful young business men and for several years has taken an active interest in the work of the board. Mr. Alex. Macauley, of Macauley Bros. & Co., dry goods merchants, is vice-president.

As yet we have no snow in St. John,

but in other parts of the province there is enough for good going. The weather is cold. Christmas business is active, retail business being particularly good. Wholesale business is rather quiet. Markets show little change. Sugar is again higher and very firm.

Oil.

In burning oil there is considerable competition and prices are reported rather lower. The price is off again from half to one cent, depending upon the locality. Sales are large. The oil wagons do the city business. Linseed oil is unsteady; prices for later delivery are well below present prices. Turpentine is unchanged. Lubricating oils have much attention and a good business is being booked. Cod oil is higher; supply is not large.

Salt.

There are but light arrivals of Liverpool coarse salt. The Winter port boats are charging high freights and the dealers will not make contracts. There are fair stocks held and the demand is not active at this season. The salt people think the steamer people will meet them with a lower rate. If they do not, it will mean higher prices for salt.

Canned Goods.

Dealers are getting larger quantities of corn and tomatoes than they expected, but even so stocks will not be large. Already quite a quantity of American corn is here: full prices are asked. Peas are full stock. Salmon is unchanged. Fruits, except gallon apples, are held firm. Lobsters are high and few sold. In domestic fish, sardines have been an average pack and in finnan haddies and kippers there is a fair supply. Clams are but a light stock.

Green Fruits.

In apples there is a fair sale. Best quality brings a fairly full price. Ontario spies are quite freely sold. In oranges some nice Florida fruit is offered. Jamaica oranges are particularly nice. Valencias are now here: it is yet early for good stock. Lemons are low. Cranberries are higher and there is a good demand. Malaga grapes are higher and quality is good.

Dried Fruit.

Business is active. The demand for raisins is in seeded. It is difficult to tell the difference between the freshly seeded and the new. Many who paid the extra price for new doubt if they got them. Those who bought the freshly seeded are well pleased. In loose, few are sold. The stock of Valencias is very small. Dates are holding quite firm. The early ones come from New York. Pies have a fair sale. Peels are reasonable this year. Currants sell freely and prices are low. Evaporated apples keep low. Onions are rather higher. Some Valencias still offered.

Sugar.

Prices are again higher and the market is firm. Our dealers have confidence in the situation and have this week bought for January shipment. As noted

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before the guild is very popular, dealers knowing they could not otherwise get their full profit.

Molasses.

There is no change in price, market is firm. Sale is chiefly for Porto Rico. Fair stocks are held.

Fish.

With the cold weather there is increased business in fresh fish. Frozen fish trade is a large factor in the fish business here in the Winter season. In dry codfish the very high price is still asked. There is but a fair sale. Pickled herring are high. Smoked herring show a good sale. This is the one cheap line.

Flour, Feed and Meal.

In flour, Manitobas are lower, but as yet there is no change in Ontarios. Oats are lower and oatmeal is not as firm though little change has yet been made here. Market is quite well stocked at the full figure. Cornmeal is high. Beans, unchanged. Barley in very light demand. Peas scarce.

MOLASSES COMBINE.

THE Canadian grocery trade will be interested in the following article which appeared in a recent issue of the Barbadoes Advocate:

"The Agricultural Society has for some considerable time been engaged in considering what means should be employed to restore Barbadoes molasses to the high position it once occupied; and some progress seems to have been made towards achieving this desirable object. At the meeting of the Agricultural Society held recently the molasses question was again brought up and some important statements made.

"The suggestion made some time ago that steps should be taken to arrange for some agreement between the molasses producers of Porto Rico and those of this island, with a view to fixing prices, has so far progressed that a committee has been appointed to handle the matter. The result of its labors will be anxiously awaited. If it succeeds in effecting a combine with Porto Rico, the future of our molasses will be secured in more ways than one. Such a combination would, of course, assure our planters of a legitimate price for their produce."

Anything savoring of a molasses combine would meet with the unanimous disapproval of wholesaler as well as retailer in this country, who think that the price of molasses ruling to-day is quite high enough and a fair enough figure for the producer. The history of combines in food products everywhere has been to boost prices to an abnormal height, but apart from this consideration it is stated in influential circles that any endeavor to manipulate the molasses market must have the effect of blocking trade in this article between Barbadoes and Canada, which can hardly be in the best interests of the producer in that island.

S. H. Ewing & Sons, Montreal, are quoting whole leaf sage, savory and thyme, in 400-lb. bale lots; also barrels of rubbed and powdered sage, etc., at very interesting prices to the trade.



Always

When any article appeals for your patronage for any other reason than genuine worth it may be depended upon that there is something the matter somewhere. On the other hand, goods that are well known and appreciated for their quality have a turnover that is rapid and easily made. On such goods no money can be lost or tied up for any length of time. With our Pickles the care necessary to turn out a quality product is taken from the time the seed is planted, followed by every improvement in handling that will tend to bettering them in any way. For instance, we make a Vinegar specially for our own Pickles that is everything experience has taught us a Pickling Vinegar should be. We show two lines: "Lion," 20-oz. bottle, 3 doz. to case, \$2.00 per dozen; "Premier," in bbls, 6 doz., \$1.00 per doz., or in cases of 3 doz., \$1.05 per doz.

THE OZO CO., Limited
MONTREAL

RETURNED
DEC 21 1904



G. F. SUTTON
SONS & CO'S
WORCESTERSHIRE SAUCE
A1 QUALITY

SHAKE THE BOTTLE.
WORCESTERSHIRE SAUCE
SIXTEEN PRIZE MEDALS AWARDED
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, 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

Window and Interior Displays

Timely Hints
and Suggestions

Seasonable Display.

It is probable that the initial recognition of the value of window dressing arose from the demand of the moment, rather than from any abstract impression that profit and good reputation would result from an attractive arrangement. Based on this idea the window was found to pay. To-day the same class of display is just as profitable.

The window dresser who acts with the settled opinion that all that is necessary to give the window its greatest importance is to decorate it in such a way as to attract the public, even though it may be filled with lines carried in stock, is missing the main mission of the display space. An elaborate, artistic window is a good thing, but if it advertises canned goods in the fruit season it will sell nothing.

A window dresser must first of all grasp the knowledge that much of the attractiveness of any display depends upon the demand or the use there may be for the articles shown. His main task, and his most difficult one, is to discover the line that should be specialized each week, or each change of arrangement. He must keep his eyes open to the stock, he must see what is "sticking," he must consider the season's requirement; and when this is accomplished, and not till then, he must work out the design for the display.

It is not what window will be profitable? but what window will be most profitable? Certain lines sell all the year round, but every line has a season when it is most in demand, and just at the approach of this is when that line should be seen in the window. Don't wait until the demand is on in full blast. Anticipate it a little; be the first in town to show the line, if by so doing the display is not too premature. A window may sell some goods now, but two weeks sooner or later the same window might sell much more. It is in the clear comprehension of seasons that the superiority of one dresser over another is noticeable, as much as in the ingenuity of the arrangement. This superiority may not be so evident to the careless outsider, but it is certainly important in the business.

In this task of determining the best line for the coming display, the fellow clerks and the employer can greatly assist the window dresser, as they know perhaps better than he the things that are in demand, or the lines that are overstocked or spoiling in their own department. To sell goods in season and thus prevent their overstock or spoiling is much better business than to sell the same amount of other lines out of season, and have the seasonable goods deteriorate in value by remaining on the shelves.

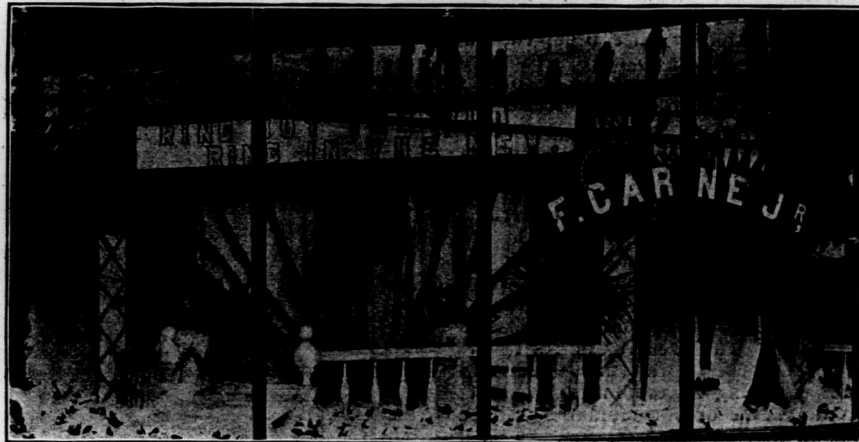
This Week's Illustration.

This window is a special New Year display with color scheme in white and green. The window is triangular in

inch royal purple silk ribbon shirred by a machine and the words "Ring out the old, ring in the new" are cut out of white and dark purple paper and pasted on the flannel.

In the centre at the back is a half circle of gold cardboard from which strips of purple crape paper form a sunburst.

The railing is painted dead white. The clocks are drawn on oak veneer cardboard, the one on the left showing 5 minutes to 12 and the other 12 o'clock. The bell is cut out of 1-2 inch lumber, padded with cotton batting, covered with purple velvet and edged with small electric lights. This bell is connected with a motor which keeps it moving



New Year Window, Dressed by J. E. Whiteside for Fred. Carne, Jr., Victoria, B. C.

shape with a base of 14 feet and background 5 feet high. The background is white canton flannel, hanging from a rafter running the whole length of base with a railing of wood covered with white paper, and on the outside covered with moss. White paper is stretched at the back of this to throw out the effect of the railing.

A 12 inch plank 10 feet long is covered with white canton flannel and placed across the front of the background and 8 inches from the same, resting on two pillars (of three sides) also covered with white canton flannel and crossed and re-crossed with green ribbon. The edge of the board is 11-2

back and forth. The floor is covered with white cheese cloth.

APPLES FROM WOLVILLE, N.S.

Wolville, N. S., is the centre of a large apple buying and shipping section, and European buyers are frequently met during the harvesting of the crop. The question of direct shipments from Wolville to England has for some time been under consideration by shippers, and on Monday last the Barquentine Scotia, Capt. Lee master, sailed from that port with a cargo of 8,517 barrels of apples. As this is the pioneer shipment of fruit from Wolville to England, its outcome will be watched with interest by the fruit growers of the province. R. E. Harris and E. M. Vaughn accompanied the shipment to London, in the interests of the shippers.



Eastlake
Steel Shingles

either Galvanized or Painted

Are Always Reliable

They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid. They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.** If you're building, make sure of satisfaction by ordering EASTLAKE for the roof—fullest information if you write.

Metallic Roofing Co., Limited,
WHOLESALE MFRS., 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.

Counselor 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.

Birds Thrive on
Brock's Bird Seed

and die on others—a proven fact.
Therefore sell Brock's.

NICHOLSON & BROCK, 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 Eby-Blain Co., Toronto, have a soap in 3-lb. preserved peaches at a very attractive price.

H. P. Eckardt & Co., Toronto, report a large business doing in candied and drained peels, at the prices they are selling at.

White & Co., Toronto, are expecting a car of California vegetables, consisting of celery, cauliflowers, green peas, egg plant and tomatoes. They are also making a special sale of "Broncho" brand California navel oranges, received from the Redlands district.

McWilliam & Everist, wholesale fruit merchants, Toronto, are expecting a car of Spanish Valencia oranges, and a consignment of Italian chestnuts and English cobnuts.

Clark's Chicken Soup, to retail at 10c, is in stock with the Eby-Blain Co., Toronto.

Leonard Bros., Montreal, are offering fresh frozen salmon and halibut, and these classes of fish are splendid buying at prices quoted to the trade.

Buyers of Eleme figs will do well to communicate with H. P. Eckardt & Co., Toronto, who are selling at low prices.

The Dawson Bros. Commission Co., Toronto, have received a car of "Redland Beauty" brand Southern California navel oranges; a car of Northern California stock, and a car of Mexican oranges.

Husband Bros., Toronto, have received a car of Mexican oranges, and a car of navel oranges, from Redland, California.

H. P. Eckardt & Co., Toronto, are offering special value in curling brooms, with either bamboo or wooden handles.

New pack "Aylmer" Chicken Soup and Boned Fowl is in store with the Eby-Blain Co., Toronto.

Leonard Bros., Montreal, report arrival of several cars of fresh frozen sea herring, and prices are very reasonable.

Mr. J. W. Windsor reports arrival of carload of fresh B. C. herrings in cans, cases four dozen, which he is offering at low prices to the trade.

E. D. Marceau directs the attention of buyers to values in Gunpowder, Young Hyson and Japan teas, also Madame Huot's coffees.

Successful Advertising—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.



Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on every package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.

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.

AGENCIES WANTED.

COMMISSION AGENT with A1 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)

COMMISSION AGENT with good connection in Montreal, is open for two or three good lines in grocers' sundries; for information address Box 203, CANADIAN GROCER, Montreal. (52)

TRAVELLER WANTED.

WANTED—A traveling 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. (51)

BUSINESS CHANCES.

THE Locators. W. B. Herbert, general manager; largest and oldest exclusive business brokers in the west. Address The Locators, Merchants Bank Building, Winnipeg, Man.

GROCERY—In Winnipeg, established over 20 years; splendid connection; with first-class customer; can be bought for \$4,000; clearing a net profit of \$3,000. The Locators.

GROCERY—Another can be bought at a smaller figure, for \$1,500; making \$2,000 a year. This is a genuine snap at this figure. The Locators.

GROCERY—Yet another for a smaller figure in the heart of the city; price \$700; can be bought for \$450 cash. The Locators.

GROCERY—For \$700 cash on one of the best streets; good growing trade increasing daily; rent \$25. Enquire about this. The Locators.

WE never were in such a strong position to handle our clients and give them satisfactory results. The Locators.

WHEN you realize that buyers register with us by the hundreds you will see that our position to sell is very strong. The Locators.

SEND for our free book of Business Opportunities in the Great West.

FOR above or any other business, address, The Locators, Merchants Bank Building, Winnipeg, Man. (51)

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.

Butter, Cheese, Eggs, Bacon, Apples, Poultry

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code — CARDIFF, Wales.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS
General Merchants Exeter, England
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

Art Pottery Decoration in Canada

THE potter's art reaches away back into ancient history, its very origin being shrouded in the misty past. For instance there is every reason to believe the Chinese understood how to make pottery long before a line of their national history had been written. Thousands of years ago Egypt was famous for its pottery; from the Egyptians the Greeks learned the art, and from the Greeks the knowledge passed into Italy, Etruria in Tuscany, and on to Rome. Specimens of Etruscan pottery are the delight of collectors, and it was from some admirable specimens preserved in the British Museum that Wedgewood evolved his scheme of rivalling in England the product of the Etrurians. In 1763 he invented the new ware known to the trade and the world as Wedgewood, or Queen's ware, and the extensive works throughout Staffordshire are today a monument to the genius of this British workman.

The art of manufacturing china as its name implies is supposed to have come from China, though the common commercial term is porcelain, a Portuguese word meaning a cup. Porcelain means something finer in the earthenware line, not only as regards texture but semi-transparency and beauty of color. Pottery and stoneware are opaque; glass is extremely transparent, while porcelain seems to come between the two. The Japanese are noted for the excellence of their porcelain, the secret of which they keep to themselves.

It is not the purport of this article to go into the various details of the manufacture of china, porcelain, earthen or other ware handled by crockery and glassware houses, but to draw the attention of readers of The Grocer to an establishment in the city of Montreal so closely allied to these industries as to make it the subject of a short sketch. The decorating of china ware has become as much, if not more, of an art than the manufacture of the goods itself, and to anyone examining the beau-

tiful work displayed in any crockery store, particularly those in larger centres, it must be evident that the work requires skill and talent of no mean order. Germany, France, Belgium and England for instance in the several districts where china, porcelain and glassware are made, employ thousands of expert artists to produce the beautiful ornaments seen in our stores. But to readers of The Grocer's crockery department it may come as news that in Canada we have works turning out work that compares favorably with anything on the continent. We refer to the Montreal China and Glass Decorating Co., 50 St. Paul street, under the proprietorship of Jacob Gelz, and when it is stated that Mr. Gelz is a master in every branch of the art from ordinary plain glazing to the finest genre and landscape painting, raised parte work, gilding and firing in its every detail, Canada may well be proud to number among its artisans such finished workers as Mr. Gelz.

Mr. Gelz is a German, trained and brought up in the works of Villeroy & Boch, Dresden, the largest china manufacturers and decorators in the world. Here he served an apprenticeship of eleven years, then attended the Dresden Art School. After finishing this course he entered in turn the various factories of Villeroy & Boch, acquiring a thorough knowledge of every branch of the business, "unter" and "ober" glazing and decorating all kinds of ware. There are so many different branches of this art of decorating that it is unusual for a single artisan to take them all up, the plan being for one man to confine his attention to one or other of the many phases. Mr. Gelz's desire, however, was to acquire thorough knowledge and consequently he has devoted many years to the study of his chosen art.

Eighteen years ago Mr. Gelz came to America and for seven years was employed in potteries and decorating establishments located at Trenton, N.J., in West Virginia, and Liverpool, Ohio.

Eleven years ago McDonald's of St. Johns, P.Q., engaged him and after remaining with that firm for a year he decided to open up on his own account at 559 St. Paul street, Montreal. Here he built his ovens and plant. The business from the start was one that received encouragement from the trade; it has grown steadily from year to year. About five months ago a new set of ovens was installed under his own supervision, which are, according to Mr. Gelz, as fine as anything of the kind in America. Mr. Gelz employs a considerable number of artists for certain branches of the work, but the most critical attention is given to every detail by himself. During a visit of a representative of The Grocer to the works Mr. Gelz explained the system of glazing, decorating and firing and exhibited samples of art work turned out by him. One specialty in which Mr. Gelz has won distinction is in decorating crests, monograms, etc., for club, hotel and family ware, some of Canada's leading clubs and families possessing tableware of his decorating. In tinted toilet sets and raised paste work, burnished gold and lettering work, as well as glass decorating Mr. Gelz is an artist and the work turned out is invariably of the highest merit. His operations are confined strictly to the jobbing trade and it speaks well for his workmanship when it is stated that for years the most critical houses in the trade have honored him with their custom.

Canadians when buying handsomely decorated dinner sets, toilet ware, glass ornaments, etc., may reflect with pride upon the knowledge that the motto "Made in Canada" can aptly be applied to the finished work of a goodly share of such ware, and certainly a branch of trade of which there are so few exponents in Canada deserves the best of encouragement. With his new plant and equipment it may be expected that Mr. Gelz will bring the reputation for high class work of the Montreal China and Glass Decorating Co. still more to the front in Canada.

THE **CASSIDY** CO. LIMITED
 JOHN L. MONTREAL.

French China	Jardinieres
English Pottery	Vases
Silverware	Lamps
Cutlery	Cut Glass

EVERYTHING IN
CROCKERY
 AND ALL THE STAPLES

FOR THE
VERY CHEAPEST



LINE OF

WHITE WARE

IN THE MARKET GET OUR

No. 41

PARTICULARS ON APPLICATION.

BARNARD & HOLLAND Co.
 MONTREAL



JOHN MADDOCK & SONS, LTD.
 ENGLAND.



E. W. Klotz, 24 Wellington Street West, **Toronto**
 Import Headquarters

Preparations for 1905 Import Season well under way.

English lines now ready.

Dinner, Toilet and Hotel Ware, the very best, because it's **Maddock's.**

Allerton's China and Earthenware Specialties cannot be beat.

German and Foreign samples of **Fancy China and Glass** now in transit and more to follow.

Further particulars next month.

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.

Business Changes

ONTARIO.

BATES, PEACOCK CO., manufacturers of cream cheese, Hamilton, have dissolved partnership; J. W. Bates continues.

Torrance & Park, grocers, North Bay, have been burned out.

John Proctor, of John Proctor & Son, grocers, Toronto, is dead.

The business of Myron Werner, miller, Fisherville, is advertised for sale.

The assets of Israel Belanger, grocer, St. Albert, are to be sold on Dec. 20.

Jas. Kerr, baker and confectioner, Courtright, has sold out to N. Perry.

Wm. Cranley, tobacco dealer, Pembroke, has been succeeded by M. Legge.

The assets of Wm. Hogarth & Son, Mattawa, were sold by auction Dec. 17.

The assets of R. Franklin & Co., general merchants, Maxville, are to be sold.

Jos. Cross, cigar manufacturer, Port Arthur, has assigned to Geo. H. Rapsey.

The assets of McCrimmon & Co., general merchants, Williamstown, have been sold.

The stock of McCrimmon & Co., general merchants, Williamstown, was sold on Dec. 9.

Wm. Russell, baker and confectioner, Oil Springs, has been succeeded by E. S. Russell.

S. W. Crawford, general merchant, Sowerby, has assigned to Wm. Thompson, Blind River.

Jos. Schultz, grocer, Copper Cliff, has assigned to C. V. Price, Sudbury; meeting of the creditors held Dec. 17.

L. A. Guerin, general merchant, Moose Creek, has assigned to W. A. Cole; meeting of creditors held Dec. 15.

QUEBEC.

The assets of J. T. Pigeon, grocer, Montreal, are to be sold.

The assets of Ed. Jean, general merchant, Amqui, have been sold.

The assets of Osias Legault, grocer, Montreal, were sold on Dec. 16.

W. J. Steele, general merchant, Calumet, is offering to compromise.

L. G. Belzil, general merchant, St. Fabien, is offering to compromise.

The assets of J. D. Plourde, general merchant, St. Tite, have been sold.

Adrien Lesieur, general merchant, St. Elie, has assigned to H. Lamarre.

The stock of P. E. Poirier, general merchant, Fraserville, has been sold.

J. A. Carles, general merchant, St. Boniface De Shawinigan, has assigned.

Harris, Irwin & Co., wholesale fruit dealers, Montreal, have compromised.

The assets of J. A. Marchand, general merchant, Fraserville, have been sold.

The assets of G. F. Croasdale, general merchant, Cross Point, have been sold.

The assets of J. P. St. Laurent, general merchant, Isle Verte, have been sold.

J. A. Dagenais & Co., fruit merchants, Montreal, have dissolved partnership.

H. Thanvette, general merchant, Nominique, has assigned to Chartrand & Turgeon.

C. Dignard has registered C. Dignard & Cie., biscuit manufacturers, Montreal.

The assets of J. A. Otis, general merchant, St. Felicite, are to be sold December 20.

Geo. A. Drummond has registered as president of the Canada Sugar Refining Co., Montreal.

The assets of C. Fregeau & Co., grocers and liquor merchants, Montreal, have been sold.

The assets of D. Bellehumeur, general merchant, St. Guillaume D'Upton, are to be sold on Dec. 21.

J. Walker and R. J. Longmore have registered under the style of Walker & Longmore, general merchants, Inverness.

J. B. Mathieu and J. E. Desjardins have registered under the style of Mathieu & Desjardins, grocers, Montreal.

B. W. Kert, general merchant, Dominion City, has assigned to A. W. Johnston.

NEW BRUNSWICK.

Helen McLachlan, grocer, Nelson, is dead.

M. A. Finn, wholesale liquor merchant, St. John, is dead.

S. S. Deforest, wholesale grocer, St. John, has suspended payment.

BRITISH COLUMBIA.

A. E. Buchanan, grocer, has had E. W. Lesson appointed trustee.

The stock of J. McDonald, grocer, New Westminster, has been sold to A. M. Beattie.

NOVA SCOTIA.

A. I. Hart, general merchant, Baddeck, has assigned to official assignee.

BUSINESS MEN IN PARLIAMENT.

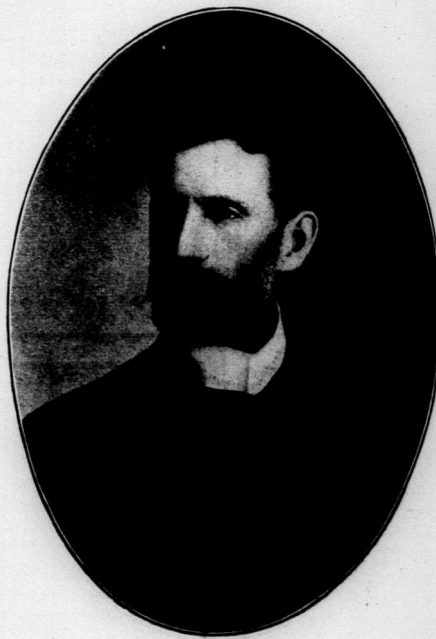
W. F. Cockshutt, M.P. Brantford.

AMONG Canadian industrial cities, Brantford occupies a foremost position, and it is seemly that her representative in Parliament should be a business man, possessing those level-headed, far-seeing and practical characteristics especially evident in men whose lives are devoted to commerce. Mr. Cockshutt, just such a man of business, is well fitted to discharge the duties of a member of Parliament, and to represent his native city at Ottawa.

Mr. Cockshutt is the second son of the late Ignatius Cockshutt, and was born in Brantford in 1855. He attended school at Brantford and at Galt, later proceeding to England, where he entered the produce firm of Thomas Furness & Co., Hartlepool, Durham.

Following this he spent some time in the tea warehouse of Bates, Evans & Co., London, where he completed his business training. On returning to Canada Mr. Cockshutt managed his father's business, which had been founded by his grandfather in 1829, until March 15, 1882, when he bought out the stock and completely refitted the double store — one devoted to hardware and the other to groceries. The former he recently sold, but the latter he still continues. His largest interests are, however, centered in the Cockshutt Plow Co., a firm engaged in the manufacture of plows and other agricultural implements.

Mr. Cockshutt has always been a strong supporter of the Board of Trade both in Brantford and Toronto. He has twice held the presidency of the Brantford board, in 1889 and in 1904, and is a member of the council of the Toronto board. He has three times been selected by the latter board as their representative at the congresses of the Chambers of Commerce of the Empire. Mr. Cockshutt is an eloquent speaker, and his entry into Parliament will add one more to the ranks of the orators.



W. F. Cockshutt, M. P.

R. Lamoureux and Jos. N. Gagnon have registered under the style of Lamoureux & Gagnon, tobacco dealers, Montreal.

John Stratakos and A. Roomanos have registered under the style of A. Roomanos & Co., fruiterers and confectioners, Montreal.

MANITOBA AND N.W.T.

Annie E. Black, grocer, Minnedosa, has sold out to M. Nystron.

W. Brodie, general merchant, Bruderheim, has sold out to W. Leslie.

A. Dowad, general merchant, Kelloe, has sold out to McCutcheon & Wellar.

Maloney & Harrison, general merchants, Edison, have dissolved partnership.

The bailiff is in possession of the premises of A. Leger, general merchant, Altamont.

Rudy & Otterson, general merchants, Hanley, have dissolved partnership; N. A. Rudy continues.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas 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

"The Standard Goods of Canada."

BOECKH'S BRUSHES and BROOMS

DO YOU HANDLE THEM?

United Factories, Limited,
Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

Everybody Can't do It

—You can provide a factory as good as ours, and ovens as good as ours, and flour equal to that we use—and yet it doesn't follow that you can make

PERFECTION CREAM SODAS

There are experience and skill and willingness to be added. We have these extra qualities and we mix them all in with the dough—The result, in our hands, is sure.

And we have established a national sale for our sodas, so good are they.

Order them.

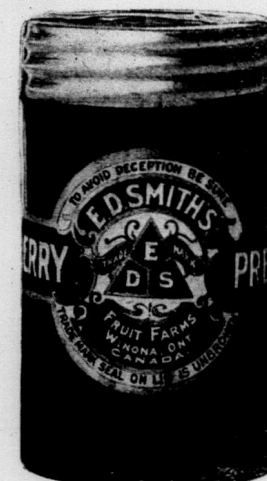
We ship anywhere in Canada. Equalized freight rates.

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

GERMAN SURTAX AND CANADIAN TRADE.

THE following interesting figures regarding the effect of the German surtax on the raw and refined sugar trade of Canada have been submitted by the authorities at Ottawa:

In 1903 we imported for consumption from Germany raw beet sugar to the amount of 74,000,000 pounds of the value of \$235,716. Of refined sugar we imported 13,286,374 pounds of the value of \$456,528. Since the surtax went into operation Canada has bought scarcely a pound of either raw or refined sugar from Germany, the trade having been completely lost. The trade in raw sugar, which Germany formerly enjoyed with Canada, has been diverted to the British West Indies, while Great Britain chiefly supplies the demand for refined. This diversion of trade is well illustrated by the following figures: Whereas in 1902-3 our importations of raw sugar from the British West Indies amounted to 98,000,000 pounds of the value of \$1,681,525, in 1903-4 they amounted to 279,000,000 pounds of the value of \$3,350,745. As to refined sugar we took 4,097,077 pounds from Great Britain in 1902-3, an amount which last year increased to 9,445,912 pounds. Germany's trade with Canada has been completely wiped out, not only in sugar, but in cement also. Of the latter we formerly took immense quantities. There has also been a great decrease in importations from Germany of brushes, buttons, cellars, combs, cotton and woolen goods, iron and steel manufactures, fur skins, gloves and mitts, and glass and china-ware. The surtax not only applies to goods the growth, produce and manufacture of Germany, but to goods, the chief value of which was produced in Germany, although they may have been improved in value in another country. During the fiscal year 1903-4 \$683,000 of goods from Great Britain was entered under the surtax. The increase of duty under the surtax on German goods for the last fiscal year amounted to \$381,761.



Do You Know Winona?

Between Hamilton and Grimsby—under the shelter of the mountain—on the south shore of Lake Ontario, in the paradise of fruit growers.

This is where we have wrought for the past thirty years, growing nursery stock, operating a fruit farm, shipping fruit to buyers in Canada and Britain, and now we are making

E. D. S.
JAMS
JELLIES
and
SEALED
FRUITS
(IN GLASS)
E. D. SMITH'S
FRUIT FARMS
WINONA, - - - ONT.

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

REPEAT ORDERS

A good many dealers who bought

STEWART'S

FINE CHOCOLATES

in fancy boxes—bought liberally, as they supposed—have had to send in for more.

We shall fill late Christmas orders same day as received for

**CONFECTIONERY
OF ALL KINDS**

We wish our many friends throughout Canada a very Merry Christmas.

ANNOUNCEMENT

Our Travellers will be out the first week in January with the finest showing of **EASTER GOODS** ever offered in Canada.

A. J. STEWART, LIMITED

Makers of
STEWART'S FINE CHOCOLATES
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

ELITE

¼-lb. blocks.
6-lb. boxes, 30c. per lb.

Breakfast Cocoa

¼ and ½-lb. tins.
7-lb. boxes, 35 and 40c. lb.

Prepared Cocoa

¼-lb. tins.
7-lb. boxes, 32c. per lb.

Diamond Chocolate

8s, 6s, ¼s.
12-lb. boxes, 25c. per lb.

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

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Goods

**to
Push**

**in
1905**

Jersey Cream Yeast Cakes
Jersey Cream Baking Powder
Social Teas, Coffees, Cocoas
Old Church Canned Goods
Old Church Pork and Beans
Old Church Ketchup
Jersey Extracts
Jersey Mustard. Absolutely the finest Mustard in the world.
Jersey Cream Jelly Powders
Standard Brooms
Lumsden's Lye

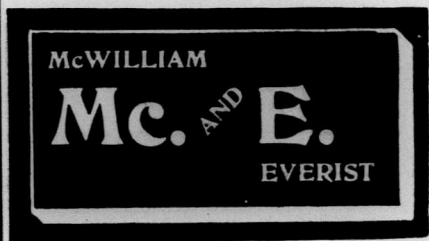
We want to make these lines our leaders and ask the trade's assistance—merchants who are willing to take up and push the above fine goods. We will make it well worth their while. Send for a trial order by mail.

LUMSDEN BROS., - - Hamilton, Ont.

For
Xmas Trade

IF there's anything you've overlooked ordering in **Oranges** (Californias, Floridas, Jamaicas, Mexicans) **Lemons** (Messina and Palermo) **Almeria Grapes, Figs, Dates, Nuts, Holly, Etc.**, remember that our Mail Order Dept. is in capital working order, and can help you out at short notice.

Call up Long Distance Phone
Main 645, or wire.



TORONTO, - - ONTARIO

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.
6 and 7 Market St., HAMILTON

IN STOCK

New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. 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

Robbing Canadian Apple Shippers.

THE New York Journal of Commerce makes the following interesting statement: "The produce trade—export and domestic—of this city is much wrought up just now regarding the cable quotations for American apples in the English market. George A. Cochran, of Boston, a recognized authority on the fruit trade, who receives quotations by cable, and to whose attention the matter was brought, insists that a coterie in England has systematically banded together for several years past to get the product of the apple growers of the United States and Canada for little or nothing. He says: "They resort to different tactics each year to accomplish this purpose, and this year, fortunately for them, they had fairly good crops of apples in Europe to harp on. This they magnified to such an extent that it made many growers in this country feel as if they were going to get little or nothing for their fruit."

Mr. Cochran declares that these particular dealers have agents in Boston, Montreal, Toronto and Nova Scotia, and he continues: "They consist of fruit merchants in Liverpool especially, where the worst of them hold forth, but they are in Glasgow, London, Manchester and other markets. They advertise freely through the papers here as receivers of apples on the other side. They put their consignments into the fruit auctioneers' hands for realization, and here is where the iniquitous work comes in. The fruit auctioneers are fair, but these dealers manage at the auctions to secure the most desirable lots, and re-sell the apples at private sale at high prices. They return to the shippers on this side account sales based on the auctioneers' returns."

This is a matter that merits thorough and immediate investigation by the Canadian Commissioner in Great Britain. The majority of English commission merchants doing business in Canada are known to be entirely above suspicion in this particular. At the same time, for their own protection, as well as for the protection of Canadian shippers of produce to Great Britain, an exposure of the guilty parties is necessary.

Electricity and the Fruit Store.

We are amongst those who believe, says Fruit Grower, that to no section

of the trading community is the electric light more essential than that of the up-to-date retail fruiterer. A large share of the loss incurred by the fruiterer and green grocer is due to gas lighting and the heat and fumes caused thereby. This is especially the case where the shop and store premises are enclosed, or partly enclosed, during the day, which is the case with many shops both large and small, especially in the cooler and shorter days which are now upon us. The action of the gas and the heat immediately affects ripe and ripening fruit, setting up a state of decay which speedily affects the appearance and condition of the fruit.

New Fruit Warehouse.

DURING the past week a representative of The Canadian Grocer had the pleasure of visiting the fine new wholesale fruit warehouse recently erected by H. Walker & Son, Guelph, Ont., for which it is claimed there is nothing more complete in equipment on the North American Continent. This firm have every reason to be proud of their new quarters; as far as floor space, light, and conveniences are concerned the warehouse is unique for its kind. The exterior is of red pressed brick two stories high with basement, double plate glass front, and covered passage ways for loading and unloading in stormy weather, besides lane running the whole length of the building which will be utilized as a private railway siding.

The interior is finished throughout in natural wood, the business offices of the front being particularly bright and attractive, while the storage rooms proper finished in Georgia pine present an appearance not often seen in fruit warehouses. The plant is supplied with large fruit curing rooms, electric hoists, and an up-to-date steam heating and flue ventilation system. The chief impression, however, one gets in wandering over the warehouse is that of spaciousness, although the comparatively large floor area does not seem to be a whit too large for the accommodation of the firm. Everywhere were to be seen piles of fruit boxes, packages, etc., ready to be shipped for the holiday trade.

Mr. Walker says the Christmas trade

in fruit has been more than satisfactory this year. California navel oranges are arriving in excellent condition and fully a fortnight earlier than in previous years. The market for grape-fruit is growing steadily in Western and Northern Ontario and Mr. Walker thinks it will not be long before this article goes into general consumption. Business conditions in Western Ontario generally are promising; the consumer is apparently enjoying good times, the volume of trade done by the wholesaler as well as the retailer being decidedly on the increase.

Mummy Nuts.

In passing the commission house of Batch & Linders, in Fulton Market, New York, a few days ago, a representative of The Grocer noted a bag containing nuts that resembled large pine cones and labelled "African Mummy nuts from the Bekee Islands." Upon inquiry he learned that they retailed at 5 cents each.

Mummy nuts when placed in the oven and subjected to heat open revealing an almond shaped nut of good flavor on each leaf of the cone. Wishing to obtain further information for the benefit of the readers of The Grocer, the question was asked, "Where are the Bekee Islands?" He was politely informed they are twenty-two miles due south of the Shekee Islands.

Christmas Price List.

The trade seem to be vieing with one another at this season in distributing descriptive literature, the most recent offering being that of McWilliam & Everist, wholesale fruit and commission merchants, Toronto, in the form of a complete holiday price list of green and foreign dried fruit, foreign nuts, produce, holly, etc. Retailers should write for this list at once; it will assist them materially in filling Christmas orders.

Fruit Notes.

It is rumored that a fruit growers' association will shortly be organized in New Brunswick.

T. S. Armstrong opened up a fruit and confectionery store in Kincardine, Ont., on Dec. 10.

W. L. Dewar, of Milltown, N. B., has started in the grocery, fruit and confectionery business.

The T. Upton Co., Hamilton, wish to announce that all orders for Upton's Orange Marmalade are now being filled with new season's goods. Also, that they are putting on the market for the first time grape-fruit marmalade.

SORTING-UP ORDERS.

For Xmas Fruit. Only one week left. You will surely be out of one line, low in another, and will want it quick.

REMEMBER WE SHIPPED OUR XMAS GOODS VERY EARLY THIS YEAR.

BEAR IN MIND
CUCUMBERS
TANGERINES
CALIFORNIA CELERY
CALIFORNIA CAULIFLOWER
PINEAPPLES
SWEET POTATOES
GRAPE FRUIT

WHITE & CO.
TORONTO.

W. B. STRINGER
J. J. McCABE

KEEP! KEEP!

Phone Main
5672.

Keep your  on our prices as given in our Circulars.
They're close and the quality of the Fruit we offer is fine.

61 Front E., Toronto. **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

RED-BROWN WRAPPING
All Weights FOR FURNITURE PACKING All Sizes.
Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
Toronto LIMITED Montreal

 This design a guarantee of quality.

DRIED APPLES
BRIGHT, DRY STOCK WANTED.

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

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

27 St. Sacramento Street, Montreal
Tel. Main 778. Bond 28.

FLOUR AND CEREAL FOODS

Flour Trade of Japan.

SPECIMEN views regarding the flour trade of Japan have been submitted by A. MacLean, Canadian Commercial Agent to Japan, under the heads A., B. and C., as leading importers residing in that country.

A., with general reference to the flour trade, says that their firm, wherever they are located, in Britain, in India, in China, and Japan, are always disposed to prefer British and colonial products. They would especially prefer Canadian flour, for both sentiment and quality, but unfortunately circumstances operate against its extensive importation. The high price which it commands at the place of growth and manufacture makes it too expensive for the larger Japanese market, notwithstanding which there is enough marketed to show what could be done if there were enterprise and energy behind it. This firm say that they share in the expectation of demand probable when the war is over and Corea and Manchuria come under Japanese influence; but that even then, if the Canadian exporters don't support their product with business energy, it may be distanced by that from the United States and Australia. Some system, they thought, should be adopted of keeping Canadian flour on the Japanese market, for it was going to be worth making preparation for its ultimate supply.

The firm represented by B. say that Washington and California flour, otherwise "American," has its place in Japan. It is mainly presented in certain brands, of which the well known "Gold Drop" is the chief; the trade have come to know the brand, and feel that they are well served by it, and therefore it is called for. The importer has no prejudices, only he has a preference for what the market has come to want and to call for. Under these circumstances, B. thinks that it is the part of the Canadian exporter to place his brands on the market, and to stand behind them until, like "Gold Drop" and others, they are able to stand alone. In short, B. says Canadian trade wants pushing. It does not matter to his firm whose goods they sell; inducement is everything.

C.'s firm in flour and butter deal mostly with Australia, but would like to do business in like lines of Canadian goods if they could. They quote the difficulty of the higher price, the unaccustomed color, and the fact that American flour has secured a foothold, which Canadian flour has not. American flour gave satisfaction to its users, and had full possession of the market; therefore, new competitors coming in would require for a time to adopt exceptional means to get a share of the trade. When people were satisfied with what they were using, they would yield slowly to a higher priced article, even

although it might be better beyond dispute.

These firms, thus expressing themselves, have dealt and are dealing sometimes in Canadian produce, and they may be said to have correspondents in Canada, who are pressing Canadian produce upon them; but those correspondents are thousands of miles away; and as has appeared in some deterrent cases, are not in any way assured to be of the requisite personal responsibility. The conclusion, therefore, is that, by some responsible medium right on the spot, Canadian trade in flour, butter, condensed milk, lumber, and so on, should be represented in order that progress may be accelerated beyond the progress of drift.

Concessions to U. S. Millers.

AS a direct result of recent agitation on the part of leading milling interests in the United States, the drawback system, which permits the duty on raw materials imported for manufacture for the export trade, is about to be extended to cover Canadian wheat mixed with American wheat in the production of flour designed for foreign markets. The Administration has virtually decided to adopt this course, though the formal order will not be issued for several days.

As the drawback law has been applied, Canadian wheat could be brought into this country in bond, ground into flour, and the flour exported without the payment of any duty on the wheat, provided the identical flour and by-products were exported. Under another plan the duty was paid when the wheat was imported, and when it was shown that an equal amount of flour had been exported the duty was refunded. The millers complained that neither plan worked to their best advantage, as they were forced to keep the Canadian wheat separate, and to export the by-products, while the best results are obtained by mixing hard Canadian wheat with the soft wheat from Kansas and other western states. Hard wheat can be secured in the northwestern states, but it costs 17c a bushel more than the Canadian hard, and the millers contended that they could not pay the higher price and export flour at a profit. They are willing to pay the American price for flour made for American consumption.

The decision is a distinct concession to American flour manufacturers and will, it is thought, enable them to hold their own in European markets, which has been more or less problematical during the past few months on account of the shortage and high price of wheat in the United States.

Quaker Oats Mills Closed Down.

The American Cereal Co. have closed down their mills at Peterboro, Ont. It

is stated that the reason is the recent advance in Canadian freight rates, which practically prohibits this firm from putting their products down at the seaboard on the same basis as those manufactured in their U. S. mills. It is well known that the American Cereal Co.'s products are largely exported to foreign countries, and that freight rates are a material consideration in connection with the cost of delivery and competition.

The shutting down of this industry is a serious set-back to Peterboro, particularly at this season of the year. As to when the mills will resume in all departments depends solely on an early adjustment of freight rates. It is thought, however, that they may be operated to meet the domestic trade.

Growing Milling Industry.

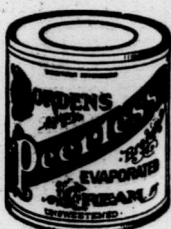
IN conversation with a representative of The Canadian Grocer the other day, Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., stated that fully fifty per cent. of the flour going into consumption in Newfoundland at the present time was Royal Household. He did not think the people anywhere could be too enthusiastic about this brand, and it was his unalterable purpose to maintain and, if possible, improve it, no matter what the cost might be.

The demand for Royal Household was such as to tax the present milling capacity of the Ogilvie firm to its very utmost. Work was being rushed on their large plant at Fort William, which when completed would be one of the largest milling plants in the world, with a capacity of three thousand barrels per day, to be run in connection with their three-quarters of a million bushel fireproof elevator recently erected at Fort William. This would make six mills owned and operated by the Ogilvie Milling Co., located as follows: Two in Winnipeg, one in Fort William, and three in Montreal. The largest single mill in the Empire was their "Royal Mills" in Montreal, with daily capacity of four thousand five hundred barrels.

Death of Mr. John Goldie.

On Dec. 8, in Guelph, occurred the death of Mr. John Goldie, second son of Mr. James Goldie, Sr., president of the Goldie Milling Co. Deceased had been suffering from nervous prostration for the past four years. He was born in Paterson, N. J., nearly fifty-three years ago. At the age of 9 he came to Guelph, and while still a young man connected himself with the Goldie Milling Co., in whose interests he labored untiringly and successfully up to the time of his fatal illness.

The Cream of Comfort



**Borden's
Peerless
Brand**

**Evaporated Cream
UNSWEETENED**

For Army and Navy men in camp or on the march, "afoat or ashore." It has a natural flavor without that scalded milk taste, a light cream color, uniform consistency and perfect keeping quality. Available in every manner as a substitute for ordinary milk or cream.

Try it in
Cocoa, Tea and Coffee.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St, TORONTO.

ERB & RANKIN,
Halifax, N.S.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

W. S. CLAWSON & CO.
St. John, N.B.

SHALLCROSS, MACAULAY & CO.,
Victoria and Vancouver, B.C.



**BENS DORP'S
ROYAL
DUTCH COCOA**

There's no better Cocoa made, and it costs only 1/2 a cent per cup.

Remember the Cocoa with the Yellow Wrapper.

THAT'S BENS DORP'S.

For prices and particulars

WILLIAM H. DUNN, - Montreal
Importer and Distributing Agent
Province of Quebec and Eastern Ontario

The BEST grocers sell the BEST flour.



Proven Best by Daily Test.



Life is a Game

In the game of Breakfast Foods it is known to pretty nearly every grocer in Canada that

Orange Meat

is trump. Yet we want to assure you that Orange Meat is not trump by accident. We have "fixed" things, as they say in election language.

A secret—

We have made Orange Meat so good that the people like it better than any other cereal they can get.

Your wholesaler has Orange Meat.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

The New Process Flour.

MOST women have learned the disadvantage of having two different kinds of flour in the house, one for bread the other for pastry. At last a leading company has been successful in inventing a process by which flour can be milled equally good for bread, cake, and pastry, and the many housewives and cooks who have tried it can substantiate this fact. The flour that goes the farthest is the cheapest, and when you can buy fine, pure, white and healthful flour why buy poorly milled flour, that will not bake into as much food product as the flour that your grocer will ask a few more cents for? In the long run a man eating seven pounds of the best flour would get as much nourishment therefrom, and be free from existing impurities, as a man eating ten pounds of ordinary flour which will not bake bread and pastry equally well.

In this new process the interior of the kernel of the wheat is reached, affording more gluten, less starch, more bran and shorts for the miller, but pure, nourishing, and invigorating food purified by electricity for the people.

It is every housewife's ambition to have the best for her table, the most for her money, and therefore she must see that the grocer supplies the family with the best flour.

Cereal Notes.

Mr. J. Black has joined the firm of Bruce, McBean & Co., grain brokers, Winnipeg.

The Frontenac Cereal Co., Kingston, have received an order for two carloads of their breakfast food products, to be shipped to Australia.

The Diamond Mills, formerly owned by Watt Bros., Ridgetown, Ont., have been purchased by Messrs. Buckborough & Simpson, and will be known in future as the Ridgetown Milling Co.

Navigation on the Upper Lakes for the season 1904 was closed on Dec. 11, when the steamship Huronic left Fort William for Sarnia laden with 60,000 bushels of grain and 850 tons of flour.

Official figures of Great Britain's wheat crop are given as 36,880,000 bushels, as against 47,624,000 bushels last year, and are rather less than expected. The oat crop is given at 159,260,000 bushels, against 155,850,000 bushels last year.

CANNED GOODS AGENCY.

The Grocer has an inquiry from a Liverpool commission man of experience

and connection who is anxious to secure the agency of a Canadian canned goods house to sell on commission. Particulars may be had by addressing the Advertising Manager of The Canadian Grocer.

FUTURE OF JAPAN TEA.

THE CANADIAN GROCER has received the following communication from P. C. Larkin, of the Salada Tea Co., Toronto:

Editor Canadian Grocer:

The letter of Mr. Bernard, agent for Bernard & Co., of Japan, re Ceylon and India green tea, in your issue of December 2 was most interesting reading to me. In it we have a letter from one of our opponents telling us that our business is "going to the dogs." Well, there are very few "live" merchants who have not heard like stories about their affairs from their opponents, and therefore, we can look with equanimity at Mr. Bernard's assertion. By a strange coincidence though, the same morning of your issue we received a circular letter notifying us that Hunt & Co., of Yokohama, "have now established branches of their business in Colombo and Calcutta," therefore another Japan firm has taken up the Ceylon and India green tea trade. Will any of your readers presume that Hunt & Co. would go into the Ceylon and India green tea trade if they saw it declining? or will not every reasonable person suppose that it is because they have great faith in the Ceylon and India green tea trade? However, figures speak better than any inferences.

The imports of Japan tea into Canada in 1899 amounted to 11,666,757 lbs. During that year, 1899, we put Ceylon green tea on the Canadian market. In 1903 the imports of Japans had fallen off to 4,879,078 lbs; showing that nearly two-thirds of the entire Japan tea imports into Canada had disappeared. During the same period the imports of Ceylon and India green tea into the United States and Canada amounted to over 20,000,000 lbs.

Any person engaged in the Japan tea trade alone, who can look with the optimism that Mr. Bernard does at those Government figures showing such a rapid decline every year in the imports of Japan teas, and a correspondingly rapid increase in imports of Ceylon and India green tea, has certainly the courage of a "Mark Taplev." I am not afraid to put on record my prediction, and it is, that in a very few years Japan tea will have entirely disappeared from the Canadian market just as China blacks have, and the downfall of the latter I foretold twelve years ago when there were few believers. Cup quality tells in the long run, and it will tell in favor of Ceylon and India greens just as it has in blacks.

(Signed) P. C. LARKIN.

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.

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,	- - 5¼ cts. per lb.
27 " bbls.,	- - 5½ " "

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.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Make More of Cigar Department.

RETAIL grocers might make more of the cigar and tobacco department which some of them maintain than they do now. It is merely a matter of knowing how and of trying the proper quality of goods. No smoker, no matter how little experience he may have had with rather low grade cigars, is going to buy freely of poor stock if it is possible to get better, and most towns of any size now have some place, if it is only a barber shop, where cigars can be bought.

If retail grocers would put in a small stock of good, but moderate priced cigars, choosing good brands and always keeping the stock up to the standard, they would speedily built up a profitable trade. While it might not be a large department it would add its proportion to the general profits and be another reason why customers should visit a grocery store. It is said that the only men who buy cigars from grocers are the hired men who come off the farms on holidays and Saturday nights, but that isn't quite true, even if grocers have few cigars that are satisfactory to anyone else. The thing to do is to make the department attractive and undertake to compel customers to buy more freely of better goods.

A small stock of five-cent cigars, some good smoking tobacco, some good plug tobacco and some pipes and smokers' articles need not require much investment, nor much space, but they would add their quota to the business of the store and cause smokers to patronize it more freely.

There are many country villages where there is no regular cigar or tobacco store. These villages ought to be good places to establish such departments and place them upon a profitable basis immediately.

It would be well to advertise the department as freely as its size and importance appeared to warrant, in that way attracting attention to it at the opening. In some instances it might be possible to secure samples of tobacco or little cigars to distribute to such persons as might come in for the first time.

It would always be comparatively easy to replenish stocks, for wholesale grocers nearly all have large cigar departments. Many of them even sell to regular cigar stores that do a big business. It is not conceivable that they can't supply a small grocer. This matter can be looked up very easily, and if you haven't such a department it would be a good thing to establish one as soon as you can make arrangements.—New England Grocer.

Smokers' Presents.

If a retail grocer or general merchant thinking of sending a Christmas present

to customers, friends or employes in remembrance of valued orders or services rendered, nothing is more suitable than a box of cigars, a meerschaum pipe, a cigar case, cigar holder, or a tobacco pouch.

This is the season when the public are disposed to invest freely in holiday gifts for their friends, and the retailer will do well to make the most of his tobacco department in this connection. He will find it well worth his while to talk tobacco to customers, particularly if they have friends who are partial to a pipe or good cigar, and if he be a smoker himself he will be able to add from his own experience the persuasive information that there is nothing in the world so thoroughly appreciated at Christmas time by men who indulge in a smoke as a box of dainty cigars, a pipe or some other of the numerous smokers' accessories.

Ontario Tobacco Crop.

RECENT reports from correspondents on the tobacco situation in Ontario speak well of the tobacco crop, both in regard to quality of leaf and character of curing. Others state that the lateness of the season at planting rendered it impossible to raise a first-class brand of leaf in certain sections. Some of the crop got nipped by the frost, but as regards both yield per acre and quality the return is about average.

The farmers of Essex County are well satisfied with the season's crop; the

amount of tobacco raised was not as great as in other years, but the price realized was larger. The Empire Tobacco Co. alone is said to have purchased three hundred thousand dollars worth of Essex tobacco, and other tobacco manufacturers bought equally largely.

Sumatra and Borneo Tobacco.

STATISTICS for the year 1903-04 crop of tobacco from Sumatra and Borneo are now to hand. Perhaps the most noticeable feature of the general situation is that although the crop is the largest on record, exceeding last year's record by between 6 and 7 per cent., not one bale of leaf remains unsold," says the London Financial News. "This fact, coupled with the firmness shown at all the Autumn sales and with an advance of about 8 per cent. in the price of the Sumatra crop, and of about 18 per cent. in that of the Borneo crop, points to a very large increase in consumption and augurs well for next season. The combined crops of 1903 sold this year amounted to 271,211 bales, against 256,102 last year. Sumatra and Borneo figure respectively for the two years, in bales, as follows:

	1903.	1904.
Sumatra	241,238	254,168
Borneo	14,864	17,043
Total	266,102	271,211

"At present the outlook for the new season, which will open in March, is dis-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

You are Reminded that

we have put up **Pebble** Cigar (our 5-center) and **Pharaoh** Cigar (our 10-center) in handsome form, 25 to the box, for

CHRISTMAS PRESENTS

Can you not handle a few of these boxes, to the satisfaction of a good many of your customers who have to solve the gift question?

There's a nice thing in it for you.

But you'll have to hurry. Christmas is coming.

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

Everybody Knows

—or should know—
that there is no
Smoking Tobacco
that equals

T & B

And Therefore

this being so, it is
but right that the
grocer should sell

T & B

The 10c. Size is a Good Seller.

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

tinctly favorable ; but tobacco is a more speculative crop even than hops, and, as they say in Amsterdam, 'Tobacco, my dear sir, is either gold or iron.' At the same time the dividend records prove that, given a good estate and good management, the yield on an investment spread over a series of years is usually a very handsome one."

Tobacco Notes.

N. T. Kreig, of Hespeler, Ont., has opened up a tobacco store at Preston.

Thousands of pounds of tobacco leaf of excellent quality were raised during the last season at Kelowna, B.C., and it is thought the experiment will result in a large industry springing up in British Columbia in tobacco culture and the manufacture of cigars and plug tobacco.

Mr. Louis Jacobs, representing Levi, Blumenstiel & Co., 147 Water Street, New York, dealers in leaf tobaccos, was a caller upon the trade in Montreal last week. The Grocer met in Mr. Jacobs an old acquaintance of early days in Hamilton. Mr. Jacobs has done well since taking up his abode across the line, and now represents one of the best known leaf tobacco houses in the trade.

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

If
people like

McALPIN'S TOBACCOS

—and they do—why don't you
sell them

McAlpin's Tobaccos ?

There's more money in them for you
than in any other Tobaccos sold.

**McALPIN CONSUMERS' TOBACCO CO.
TORONTO LIMITED**

SMOKING

- Tonka
- Solid Comfort
- Pinchin's
- Hand Made

CHEWING

- British Navy
- King's Navy
- Beaver
- Apricot

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**John C.
Kirkwood,**

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

GETTING INFORMATION ABOUT YOUR SUBJECT.

By E. ST. ELMO LEWIS.

THE very first thing that an ad-writer must do is to understand his subject. It is not necessary, however, that an ad-writer should know how to build an engine in order to advertise one. Some people seem to think that because an advertising man cannot make an article he cannot advertise that article. I venture to say that Mr. John Wanamaker cannot go into a silk factory and make a piece of silk; but Mr. Wanamaker can sell it.

The principal thing that you want to know about goods is the selling point; therefore, instead of going to the fellow that makes the goods, go to the salesman who sells it. The salesman who sells the article learns early in his experience to judge his people. The only difference between the salesman and the ad-writer is that the ad-writer appeals to a number of men at one time, where the salesman appeals to but one or two. Therefore, before you write an advertisement, go to the man who sells the goods and who knows how to sell them, and get him to talk to you just as if you were going to buy the goods, only you must impress upon him that you are supposed to be a man who knows a great deal about them, therefore he has to put some very strong arguments to convince you that his goods are superior. If you have a proposition where you have low-priced goods, your salesman will talk to you very strongly upon the great bargain quality. If you have a proposition where quality is the consideration, the salesman will tell very little about prices, but a great deal about quality, and the character of his establishment.

Understand that you must write your advertisements to meet the kind of people to which the store or business caters. The higher class of society doesn't make so much point of price as it does of quality. The lower classes, having less money, must look more to price and less to quality.

It is not necessary for me to go into any discussion as to which is the better way of buying, any more than to show that these are the conditions which the advertising writer must solve; therefore, he has no choice in the matter, but he must write his advertisements to interest the class of people. This principle applies to a retail business in a small country town as well as it does in

a big city. It applies to manufacturers large or small. It applies to general advertisers everywhere.

I want to impress upon you one thing. Don't write smart advertisements which contain nothing but a catchy phrase and some glittering generalities about the business. For instance, to start out an advertisement, "Is John Smith Crazy?" and then go on to say, "We don't care if he is, but you will think we are crazy when we tell you that we are selling our \$1.50 shoes for \$1.25."

Now, if you analyze that advertisement carefully, you will see that the advertiser has been so bent upon getting a bright idea into his advertisement, that he has utterly failed to note that he hasn't said what he intended to say. He hasn't said that he sells the \$1.50 shoes for \$1.25, but he has simply said that the buyer would think he was crazy when he said it.

I think you will admit, with me, that such an advertisement would generally be considered evidence of insanity, yet how often do we see advertisements exactly like this in the quality of its foolishness?

Don't try to be smart, but rather try with all your powers to keep from being smart. The smart man generally takes up 95 per cent. of his time in living up to his reputation for smartness, and the other five per cent. in devising some manner by which his advertisements can be made to sell goods.

The thing that sells goods in an advertisement is an argument. I don't tell you to make your argument cut and dried, but have some information in your advertisement; therefore, get information. Get hold of the man who sells the goods, as I told you before, and get all you can out of him—pump him dry. Ask such people as you may know, who buy his class of goods, how he stands; what kind of goods he sells, and find out what they would want to know about the goods before they would buy them. Remember that is the principal thing. It is not what the seller likes to talk about, but what the buyer must know which should go into an advertisement. Remember, people want facts told in an interesting and attractive way. Then apply your own good sense to the information you get. Study human nature, and especially the kind of human nature to which you are going to appeal.

As you go along you will have a bright idea now and then. Carry a little book with you. Jot it down. Keep that little book with you all the time. Don't put a bright idea into an advertisement right away. Possibly it will

be a great deal like an advertisement I mentioned in the forepart of this lecture. It will sound different when you come to look at it next day.

If you are going to advertise a subject which has been advertised before, get the other people's advertisements. Read them carefully. See wherein they are strong or weak. Criticise them; place your own advertisements alongside of them and see if yours are any better.—Reproduced from Impressions.

The Ultimate Gain.

MANY a man in considering the question of advertising looks only at the immediate outlay he is called upon to make if he begins to advertise, and neglects to give due consideration to the ultimate gain. Why the conditions surrounding an advertising venture should be regarded as being different from the conditions attendant upon the opening up of a new store or a new department, is hard to understand, but it is a fact that many a man who has decided to advertise looks for immediate and equivalent returns. Suppose, for example, that John Smith goes to Edmonton to open up a general store there, what right has he to expect to do a profitable trade from the very first day? If he is a man of sound judgment he is content to do business at a downright loss for a period of many months in the confidence that the future will recompense him for the unprofitable beginning. He does not reckon present loss but regards only the future gain. Suppose, again, that William Brown, of Kingston, decides to add to his general dry goods business a men's ready-to-wear clothing department. It is clear as day that he will have to invest a good deal of money and wait and work a good many months before the new department can be made to show an adequate return.

So is it with beginning to advertise. There must be investment covering possibly months before the merchant will find the new influence he has set at work yielding the desired returns. To look for magic results is so manifestly out of the true order of things that it would seem necessary only to point out the folly to make a man see things in their right light.

The truth remains, however, that some men find it almost impossible to face the question of advertising sanely and resolutely, leaving to the future the sure reward. It is with them a form of gambling, legitimate of course, but the issue is altogether doubtful.

FREIGHTS AND CHARTERS

RATES in Canada have been advanced to the all-rail basis now that river navigation inland has closed. Mr. G. M. Bosworth, fourth vice-president of the C.P.R., has issued the following circular: "In order to provide the stiffening for the early steamers from West St. John, the C.P.R. Co. was obliged to haul, before the close of navigation, a certain quantity of wheat from Fort William to West St. John at a figure greatly below cost, or otherwise the steamers would have been

certain that the C.P.R. having their own railway as a feeder to the steamship lines on the Atlantic as well as the Pacific have a marked advantage over the other lines. For instance the Allan Line claim that they run to St. John because of their mail contract, not because they get the best cargoes there. The Government compels them to make a Canadian port their terminal with all mail boats.

Rates are exceedingly low and the amount of cargo going forward to the

from California. Private advices attribute the difficulty to short crops and bad drying weather. Another suggestion is to the effect that new goods are being held back to stimulate the sale of old stock. This latter statement, however, is said by experts having first-class connections in the west to be unfounded.

Mr. A. P. Tippet, a leading broker in Montreal, makes the following statement to The Canadian Grocer regarding the situation: "All Griffin & Skelley's contracts for raisins in the district have

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/	* 2/6						
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/		* 80/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/	3/	10/c.s.						
Meas't goods.....	† Fine 20/		† Fine 20/	† Fine 20/	† Fine 20/								
Leather sole.....	* 20/	* 25/	* 25/	* 30/	* 20/	† 12/6	† 15/						
Leather finish.....	* 15/	* 20/	* 20/	* 20/	* 15/	† 22/6	* 25/						
Lumber, hard.....	* 8/	† 10 1/2 c	* 12/6	* 14c	* 8/	† 17/6	* 20/						
Lumber, soft.....	* 9/	† 12c	* 15/	† 16c	* 9/	† 15/	* 15 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 mdse. 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.

unable to sail. After the close of navigation on the lakes, the rates were advanced to an all-rail basis."

A slight advance in freight rates from Toronto east to the coast has taken effect in wheat and other grain, namely 4c per hundred to the Maritime Provinces and 14-2c to the seaboard. Quotations on oats showed an easier tendency early in the week in view of the increased rate, but in other grain little effect was noticeable.

Ship owners are not over jubilant regarding the St. John shipping and it is

different ports is not large. Some slight stimulation for the Christmas import trade has taken place in the way of dried fruit cargoes, etc., but inland buyers state that such lines as Persian dates and currants and raisins have principally come by New York. Not one new charter has been recorded.

TROUBLE IN CALIFORNIA.

Considerable excitement has been occasioned in large American cities regarding delay in deliveries of seeded raisins

been filled and no supplies were shipped later than November. As regards the present position we have no opinion to offer, but our impression is that the fruit situation in California is pretty much an unknown quantity at the present time and will continue so until all contracts have been completed. No reliable new fancy seeded are now being quoted and old fancy seeded are unobtainable; in regard to old seeded, the danger is much exaggerated as old raisins will not deteriorate for many months if made from sound stock."

V

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S

Qu
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departm

Quotatio
etc. are g
agents, wh
accuracy.

Gook's Fri
Size 1, in 1
" 10, in 1
" 2, in 1
" 12, in 1
" 3, in 1
Pound tin
12-oz. tins,
5-lb. "

Diamond
1-lb. tins,
1-lb. tins,
1-lb. tins,
IM

Cases.
4 doz.
3 doz.
3 doz.
1 doz.
2 doz.
2 doz.
2 doz.
1 doz.
1 doz.
1 doz.



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 15, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Brand	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 3 doz. in case	3 00
12-oz. tins, "	2 40
5-lb. "	14 00

W. H. GILLARD & CO.

Brand	Per doz.
Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 "	1 25
1-lb. tins, 4 "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
4 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	24-lb.	10 40
1 doz.	5-lb.	19 50

10 BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	24-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case \$4 55
1 "	12 "	
1 "	16 "	



JERSEY CREAM BAKING POWDER.

Size	Per doz.
5 doz. in case	\$0 40
" 4 "	0 75
" 3 "	1 25
" 2 "	2 25

Ocean Mills	Per doz.
Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Size	Per Doz.
Royal—Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
3 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Cleveland's—Dime	Per Doz.
1 lb.	\$1 00
6 oz.	1 50
3 lb.	2 30
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

Size	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.	\$2 25
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HOME BAKING POWDER, CO., MONTREAL.

Size	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	Per doz.
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.

Size	Per doz.
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 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
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. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12c
"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.

Size	Per gross
6a size	\$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 40 "	1 25
" " 15 oz., cases, 40 "	4 25
EAGLE BORAX.	
Cases of 5-doz. 5c. packages	Per doz. \$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	\$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 05
" " 7-lb. cotton bags, per bag	0 14
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Coconas.

THE COWAN CO., LIMITED.

Coconas—	
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
Coconas Essence, sweet, 1-lb. tins, per doz.	2 55

Household words for **50** years

Edwardsburg

"Silver Gloss" Starch, Best for laundry work.

Benson's

"Prepared" Corn, Best for cooking.



—A record of purity in manufacture
 —unequaled by any similar goods on
 —the Canadian market.
 —Every store in the land sells them.

FOR SALE BY EVERY JOBBER.

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- num bered.	Covers and 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.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 82
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents.
 The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

Knox's Gelatines	Per gross \$16 75
Robinson's patent barley	1-lb. tins \$1 25
" "	1-lb. tins 3 25
" "	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.

FRANK MAGOR & CO., AGENTS.	Per doz.
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	2 75

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	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 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	per lb. 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	per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 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 2 00
Licorice lozenges, 5-lb. glass jars	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.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

GOLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	2 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
" "	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
" "	0 23
1-lb. jars	per jar 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.

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$1 30
Corked	1 90

Soda.

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.

No. 1, cases, 60 1-lb. packages	per case \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " { 30 1-lb. " } per lb.	2 75
" { 60 1-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case \$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 90
" " black	15 30
Oricle soap	19 20
Gloriola soap	12 00
Straw hat polish	10 90

BABBITT'S.

Babbitt's "1776" 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, boxes	each doz. \$3 per box.



WM. H. 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"

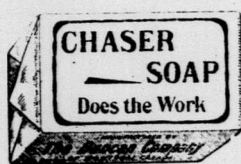
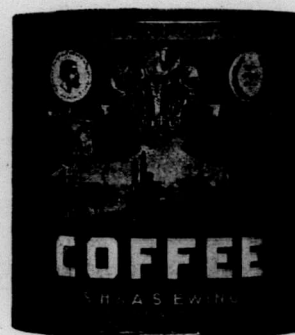
MOCHA & JAVA COFFEE

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— per lb.	
No. 1 White or blue, 4-lb. carton	\$0 06
No. 1 " " 3-lb. "	0 05
Canada laundry, 6-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Benson's satin, 1-lb. cartons	0 07
No. 1 white, blue, and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel, per box 1 25 to	2 50

ulinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

BEE STARCH CO., MONTREAL.
"Bee" brand, cases, 64 packages. 5 00
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
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, 8 in case.	0 07
6-lb. enameled tin canisters, 8 in case.	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
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Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	3 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Oulinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
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.

Oulinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

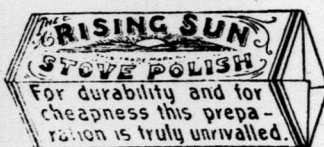
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 05
" " 2-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 4-6 family pkgs., 48 lb.	0 07
" " 1-lb. fancy, 30 lb.	0 07
" " large lumps, 100-lb. kegs	0 05
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



COBAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

"BEE" BRAND CORN STARCH. Cases 40 pkgs. \$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



Enameline No. 4, bxs. ea. 3 dz. 0 38
Enameline No. 5, bxs. ea. 3 dz. 0 35
Enameline Liquid, bxs. ea. 3 doz. 0 80
Blackene, 5-lb. cans, per lb. 0 10
Enameline stove dressing, per doz. 0 70

Syrup.
"CROWN" BRAND PERFECTION SYRUP.
Enamelled tins, 2 doz. in case \$3 40
Plain tins, with label—
3 lb. tins, 2 doz. in case 1 90
5 " " " " " 2 35
10 " " " " " 3 25
20 " " " " " 2 10
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.
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'S BRAND—Standard. Per case.
1 gal. tins, square, 6 in case \$4 70
1 gal. tins, round, 12 in case 4 90
1 gal. tins, round, 24 in case 5 30



SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 30 \$0 25
Blue Label, 1's. " 0 21 0 25
Green Label, 1's and 1/2's " 0 22 0 30
Blue Label, 1's, 1/2's, 1's and 1/2's " 0 30 0 40
Red Label, 1's and 1/2's " 0 26 0 50
Gold Label, 1's. " 0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

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



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb. "	0 35
" " 120 1-lb. "	0 36



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
Green Label, 1's and 1/2's	0 22	0 40
Brown Label, 1's and 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

"CROWN" BRAND.
Wholesale. Retail.
Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
Blue Label, 1-lb. and 1/2's. " 0 22 0 40
Green Label, 1-lb. " 0 19 0 25
Green Label, 1/2 " 0 20 0 25
Japan, 1s " 0 19 0 25
E. D. MARCEAU, 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
" " XXXX 30-lb. "	0 24
" " XXX 80-lb. "	0 21
" " XXX 30-lb. "	0 22
" " XX 80-lb. "	0 19
" " XX 30-lb. "	0 20
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	27

Black Teas—"Nectar" in lead packets

Green Label, 1's, 1/2 and 1's.	0 26 at 0 20
Chocolate Label, " " " "	0 35 at 0 25
Blue Label, " " " "	0 50 at 0 36
Maroon Label, " " " "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32
" " Blue, 1-lb.	0 42
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, 1's, 1/2 and 1's.	0 25 at 0 20
Grey Label, 1's, 1/2 and 1's.	0 30 at 0 23
Yellow Label, 1's and 1/2's.	0 35 at 0 26
Blue Label, 1's, 1/2 and 1's.	0 40 at 0 30
Red Label, 1's, 1/2 and 1's.	0 50 at 0 34
White Label, 1's, 1/2 and 1's.	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17



LIPTON'S TEA (in packages).
1 lbs. & 1/2 lbs. for Color of 1/2 lbs. 1/2 lbs. for lb. lb. lb.

Ceylon-India, Ex. ch'at A Yellow 45	70
" " " B Red 40	60
" " No. 1 C Pink 35	50
" " 2 C Orange 30	48
" " 3 C L. Blue 32	30
" " 4 O L. Green 25	25

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4s, 5s, and 10s. \$0 30
" Amber, 8s, and 2s. " 0 60
Chewing—Stag, bars, 100oz. " 0 43
" Hops, 5/4s, and 11s " 0 44
" " 10 oz. bars, 6s. " 0 44
" Currency, 12 oz. bars, 12s. " 0 47
" " 6/4s, and 13s. " 0 47
" Old Fox, narrow, 1s. " 0 47
" Snowflake, 14oz. bars, sp'd'd 8/4 " 0 51
" Pay Roll, 7s and 6s. " 0 52
" Fair Play, 8s. and 13s. " 0 53

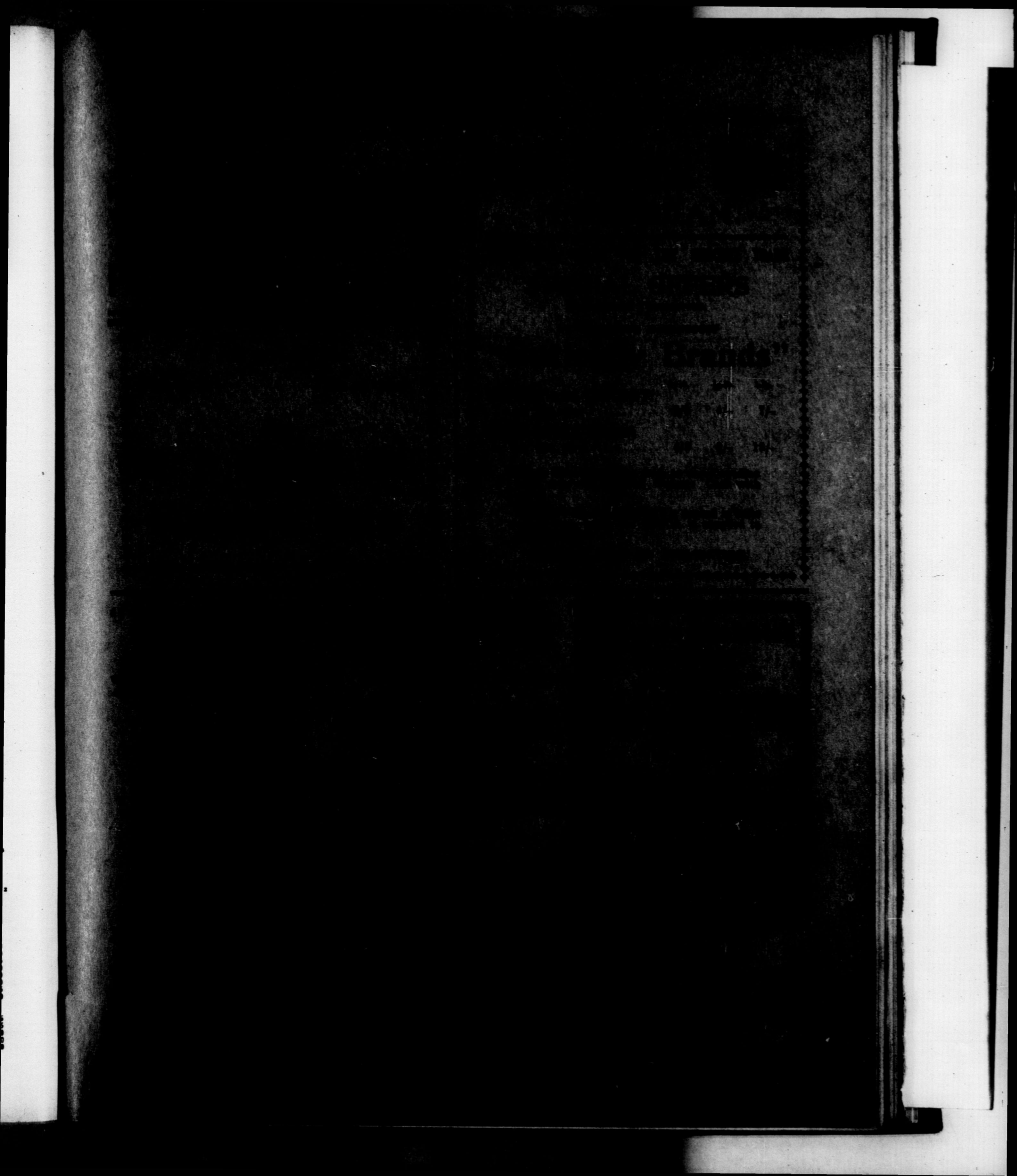
Vinegars.
E. D. MARCEAU, Montreal. Per gal.
EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. " 0 25
Old Crow. " " 0 20
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Tubs, No. 0. " 9 00
" " 1. " 8 00
" " 2. " 7 00
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