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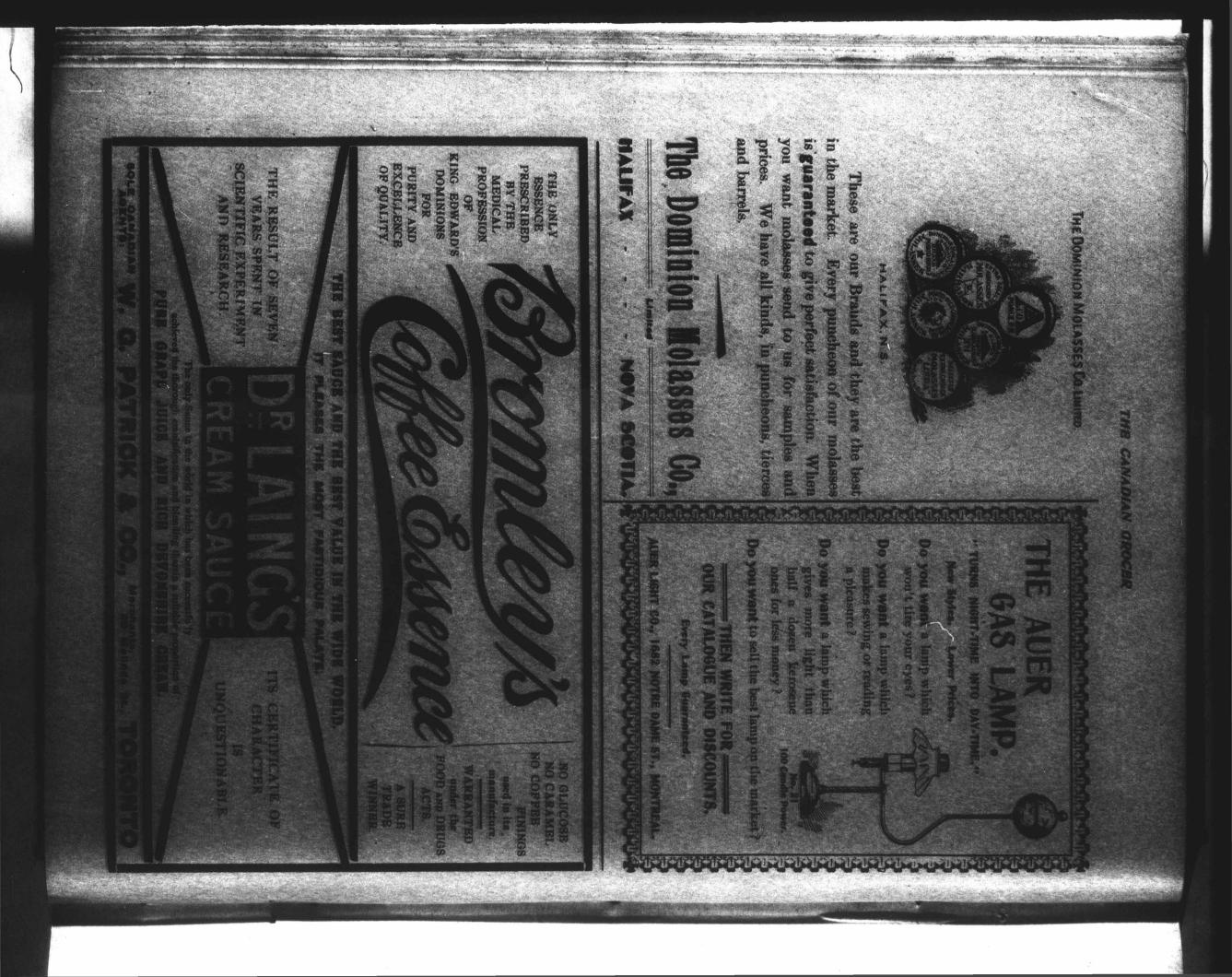
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Griffin & Skelley's Dried Fruits.

This is the one famous brand

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

Prunes.

"Griffin " Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great

regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package,

"Easter " Brand.

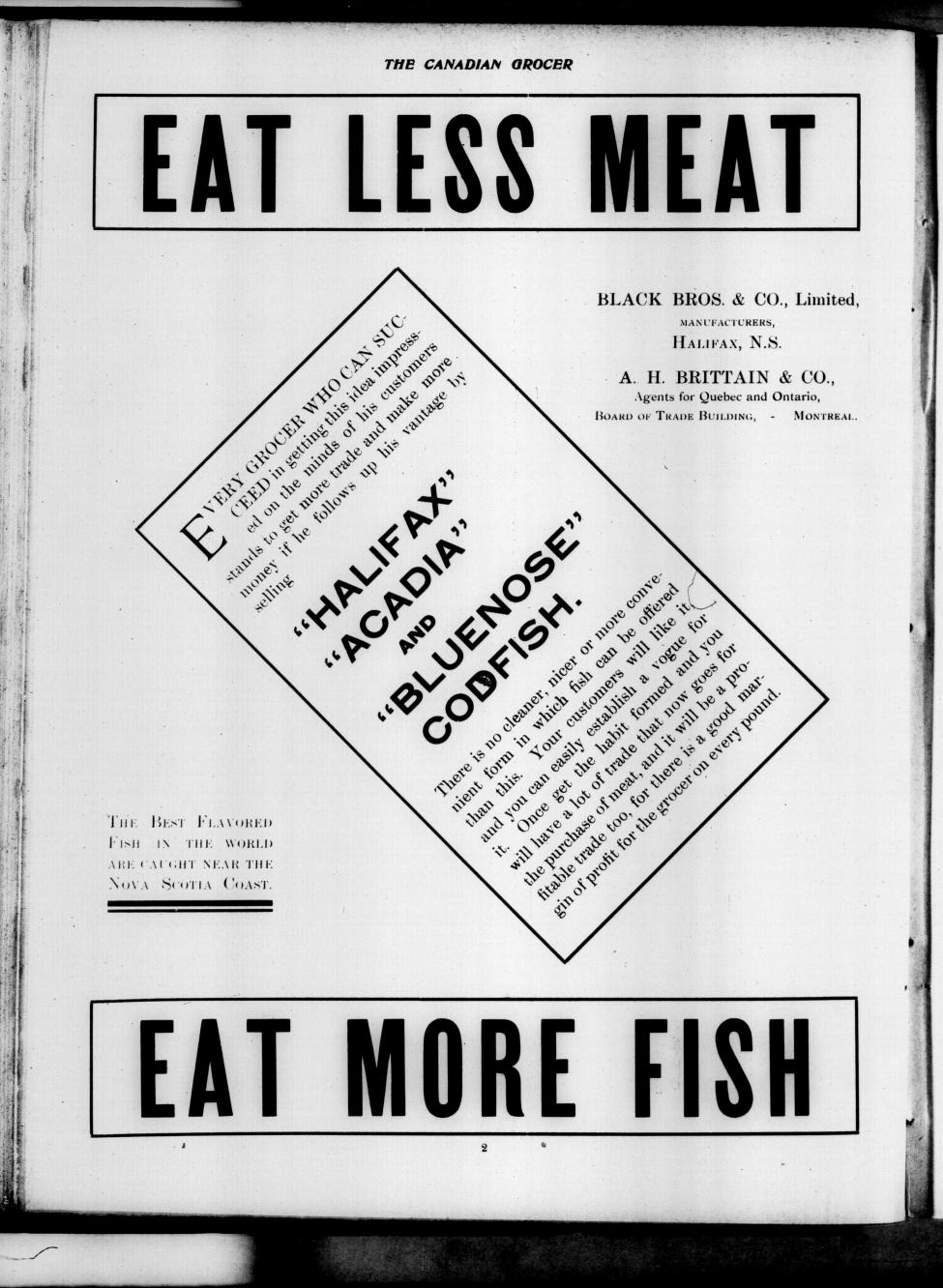
Seeded Raisins.

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

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS, 8 Place Royale, Montreal.

LLLLLLLLLLL





-Japan Teas

require no booming, they speak for themselves.

There isn't a merchant in this great land of Canada that does not know that

> for Purity, Cleanliness, Flavor, Delicacy and Healthfulness

there are no teas

so desirable, so satisfactory and so profitable to handle as

JAPAN TEAS.



CEYLON TEA Black and Green CEYLON TEA Green and Black

THE TEA DEPARTMENT.

Ceylon Teas Inferior Teas

Get on the Profit Side of the Line.

The superior qualities of Ceylon Teas have been unquestionably established both as trade winners and profit bringers.

Make Ceylon Teas your specialty for 1904 and so be prosperous and happy.

6

CEYLON TEA Green and Black CEYLON TEA Black and Green





CANE SUGAR.

Consumers are becoming more critical in their tastes every day, and, more than ever before, are insisting on the best of everthing. Sugar, like butter, is an article very easily judged by the average housekeeper; keep up your reputation for fine goods.

ST. LAWRENCE EXTRA GRANULATED

is perfection. Made from West India Cane Sugar. No blueing at all used in its process of manufacture. This is a strong feature.

The St. Lawrence Sugar Refining Co., MONTREAL.

THE CANADIAN GROCER That show the retailer a handsome profit. We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money. W. H. GILLARD & CO., Wholesale Grocers, HAMILTON. Branch CANADA GROCERS LIMITED. NO COMPROMISE. You know what the word "Compromise" means. Familiarly expressed it signifies "Dodging the main question." In trade the compromiser or "trimmer" generally has "something better at the same price. You want standard goods, but miss the mark, and compromise ends in trouble. There is an intrinsic value in every pound of Wood's Coffees-HOMAS WOOD & CO their purity and high character are everywhere recognized. These are stubborn facts for the compromiser. Canadian' Factory and Salesroom,

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

No. 428 St. Paul St.,

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

BALFOUR & COMPANY, WHOLESALE Hamilton, Canada



YOU TAKE

MONTREAL.

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no chance of losing business when you sell goods you can rely on.

REINDEER BRAND

condensed milk always fresh and every tin guaranteed.

10

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

Window and Interior Displays

Timely Hints and Suggestions.

The Canadian Grooot

Interior Order.

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HE first impression gained by the customer upon entering the store determines the pleasure with which the purchases are made and the amount of future business. If the general feeling is satisfactory, if the mind is not taken up with dodging stock placed helter-skelter over the floor, if the arrangement and order is of such a kind as to impart a feeling of rest, the customer goes about his business with a high regard for the firm and its methods and will return at the first oppor-

tunity. The reason for this is easily discovered by the merchant, if he would attempt to analyze his own feelings upon entering any other place of business. The difficulty to be combatted in his case is that in his criticism of the arrangement of another store his mind grasps only particular objects, rather than the general fault, and it will mostly be found to rest really upon the latter. For instance, he will argue conclusively that a certain barrel that is occupying a prominent position in the centre of the floor should be removed to the store-room ; that those boxes or bags on the counter should give

place to neater articles or to a clear space; that the office should not be so near the front of the store where it breaks in on the business appearance of the place. But he does not appear to have resolved allthese into the one general criticism—that there is lack of order, that there is in general a thoughtless arrangement of goods.

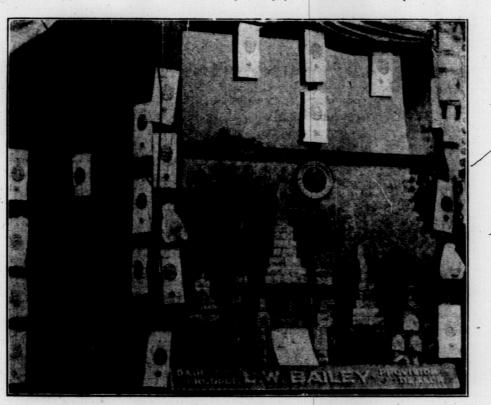
With his mind satisfied as to the faults existing in his neighbor's place of business, he returns to his own store, observes that no barrel occupies the objectional le position, that his counters are free from boxes and bags and that his office is carefully situated in an out-of-the-way corner, and he then concludes that he is free from the faults seen elsewhere, and is thankful he is not as other men are. At the same time, he may allow a tew barrels in positions that are only a degree more suitable; his counters may be filled up with cartons, samples of bulk goods or other packages, and his office may be even more conspicuous in its unsightly exterior. And his neighbor may come in and congratulate himself that he has avoided mistakes that the first critic 'has made.

There are certainly many points in the

placed. Neatness must exist in every successful store, and to obtain this the stock should be confined as much as possible to the shelves, show cases and fixtures specially made for the purpose.

This Week's Illustration.

The principal feature of the decoration of the "Maple Leaf" tea window, shown by L. W. Bailey, Vancouver, B.C., is the use of maple leaves. In this case the same thing decorates and advertises, and does both in a highly satisfactory manner. Maple leaves, or leaves of any kind, are



"Maple Leaf" Tex Window-shown by L. W. Bailey, Vancouver, B.C.

interior arrangement of a store that are now, and will remain, open to argument, and individual tastes may differ so much as to render interiors very dissimilar in appearance, and yet both display neatness and taste. The general subject of order, however, is practically the same all over, the details counting but little with men whose ideas on the subject are otherwise than very misty and vague. Barrels in sight, whatever the position may be, are not features of a neat interior. Counters should be free from almost all stock save what may be kept in show cases, and the office must be well built wherever it is

valuable adjuncts to any display, but are very seldom used, perhaps because of the fact that they are so easy to obtain and so common. Either green or in their Fall colors, they add much to the decoration, and their very uncommonness in a window display makes them more attractive. Unfortunately, the picture is too indistinct to bring out properly the scheme observed in their arrangement.

The stacking of tea packages shows some thought, but the introduction of boxes of cream sodas is not a good scheme, as they have no connection with tea, and possess the ad-

ditional disadvantage of showing merely the outside of the boxes containing them, and not the contents, making them of inconsiderable value in any window display. The use of tea boxes, with their inartistic exterior, is not to be commended, admitting, as they do, of no scheme whereby they can be used as a decoration, and in this case adding nothing to the advertising qualities of the tea packages.

The window-dresser has adopted a good idea in his display of tomatoes. These goods, being perishable, must be disposed of in a certain time, whatever else is shown in the window. As they are in no



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. Forsafe by all Wholesale Greecers; also the MeGlary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

way connected with the main idea of the display, he has placed them in the entrance side of the window, thus separating them from the main window and yet keeping them before the public. The forward position in the window of the teas also aids in this separation. Oddly enough, the bacons suspended from the woodwork surrounding the window do not detract from the general appearance, although more symmetry could have been observed in the placing of them.

SPICE FLUCTUATIONS.

A^N interesting and comprehensive series of charts has just been issued by John Clarke & Co., spice brokers of New York, showing the rise and fall of prices of the various kinds of spices from 1869 to the present. The list includes the ups and downs of Singapore pepper, nutmegs, Zanzibar cloves, China cassia, pimento, and African ginger.

The fluctuations in Singapore black pepper in the last 30 years are wide and varied. Starting at 10c. a pound in 1869, the crop yield and trade conditions caused it to advance by graded steps until it is sold at 18c. per pound in 1873. Then the course was downward, touching $7\frac{1}{2}c.$ in 1879, which was followed by another upward rise to the 18c. mark in 1886. For ten years following, there was a steady decline in values, until, at the end of 1895, it sold at $4\frac{1}{2}c.$ The market then gradually recovered, and in 1900 got up to $13\frac{1}{2}c.$, around which point it has stayed ever since.

Nutmegs are based on 105s to 110s for the sake of comparison, and the gradual drift of prices has been toward a lower level. With prices at 43c. in 1869, the rise to 90c. in 1874 was quite rapid. Then decline followed decline, with intermediary advances, until the price dropped to $19\frac{1}{2}c$. last year. Now the quotation is $28\frac{1}{2}$ to 29c. In Zanzibar cloves, long strides have been made in price fluctuations. Selling at 8c. at the beginning of 1869, there was a sudden jump from 1871 to 1874 to the high-water mark of 45c. In 1879 the price was 41c., in 1883 sales were made at 10c., in 1886 it had jumped back to 27c. and from then until the present time there has been a decline to $8\frac{3}{4}$ to 9c.

The prices for China cassia, which do not include duty for the years when this commodity was dutiable, are one long series of falling values. In 1869 the price advanced from 21c. to 29 to 30c. In 1892 it had dropped by successive steps to about 2c., and then showed a slightly better turn up to the present quotation of $9\frac{1}{4}$ to $9\frac{1}{2}c$.

Pimento has been wildly erratic in its price career, jumping from $3\frac{1}{2}c$. in 1871 to the record price of 12c. in 1880. This was followed by a rapid decline to the low record figure in 1886, reaching the $10\frac{1}{2}c$. mark in 1898 and 1899, and being quoted now at 7 to $7\frac{1}{2}c$., with very little offering from Jamaica and the possibility of further advances in the near future, as a result of the recent hurricane, which is supposed to have seriously damaged the crops.

The price of African ginger in 1869 was 11c. and in 1874 it had reached 13c. During the next 20 years there were marked fluctuations, and in 1893 the price had reached the highest point of 13 $\frac{1}{2}$ c. Then there was a drop in 1897 to 4c., and at the present time the price is $6\frac{1}{2}$ to $6\frac{3}{4}$ c.

The following comparative table shows the high and low prices reached during the last 31 years:

	High.	Year.	Low.	Year.
Nutmegs	90	1874	18	1902
Pepper	18	1873-86	41	1895
Cloves	45	1874	34	1894
China cassia	30	1869	2	1892
Pimento	12	1880	31	1886
African ginger	13½	1893	31	1889

THE JAPANESE METHOD.

A YOUNG Japanese asked an English firm to give him a position, and, finding that he could speak and write English admirably, the manager agreed to give him a trial. Some days afterward the cashier summoned him and told him to write a letter to a customer who owed some money to the firm and who showed no intention of paying.

"Write briefly and politely," said the cashier, "but let him understand distinctly that we expect him to pay the money without any further delay."

The Japanese wrote the letter, and on the following day a check for the full amount due was received from the customer. Considerably surprised, the cashier asked the Japanese to give him a copy of the letter which had produced such quick effect, and here is what he read:

"Dear Sir :--If you do not send us at once the money which you owe us we we shall be obliged to take steps which will cause you the utmost astonishment. Respectfully yours."-Kansas City Independent.

BAIT FREEZERS A SUCCESS.

Mr. P. MacFarlane, of New Glasgow, who has had charge of the bait freezing scheme of the Government, has been in Ottawa a few days on departmental business. He reports that the bait freezing establishments in most localities are proving a great boon to the fishermen by providing them with bait at seasons when it is difficult to get. In some disstricts, however, the freezers which are managed by the associations, have not fulfilled expectations largely owing to lack of unity on the part of the fishermen. Mr. MacFarlane is of the opinion that the Government will find it necessary to modify the present scheme by placing the management of the freezers in the hands of single individuals or of small committees.

We offer it "Whole" or "Ground." I-Ib. Cans. 31c. per Ib.

Wiith our "Checker" Brand Coffee we give free coupons, entitling buyers to a nice Coffee Mill free.

UBERO COFFEE

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

Orange Marmalade.

We put this up in glasses, and in 5-lb., 7-lb., 14-lb. and 30-lb. pails. We are not ashamed of this line, and the price is right.

THE CANADA BISCUIT CO., LIMITED

TO OPEN 1st to 15th FEBRUARY.

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

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King and Bathurst Streets, TORONTO.

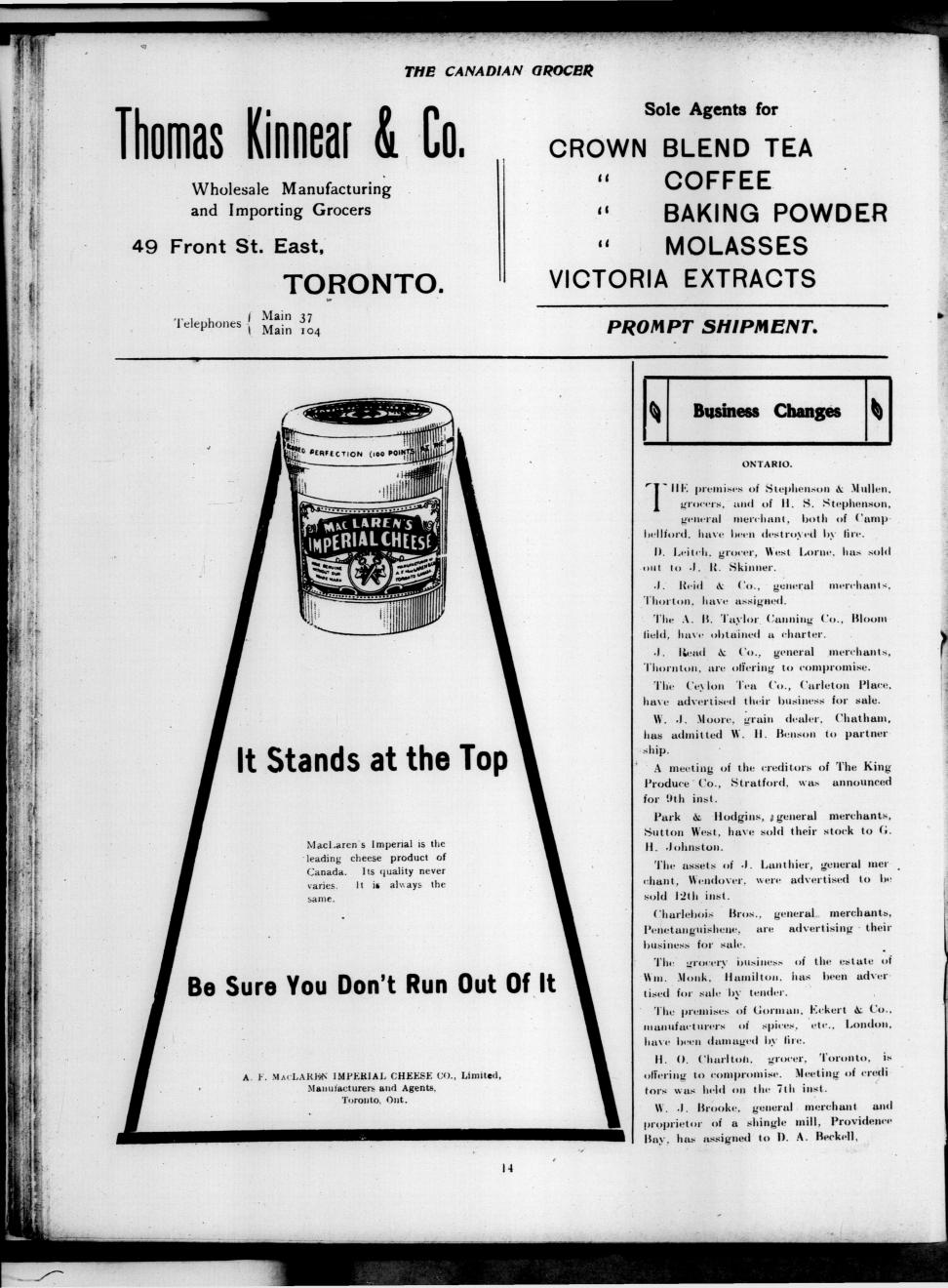
(Calgary Branch Canada Grocers, Limited)

James Turner & Co.

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

13

LLOYD T. MEWBURN, Manager. Warehouse on Switch. Cars loaded and unloaded direct from or to warehouse.



- B. Hunter, general merchant, Dacre, has assigned to W. A. Cole. Meeting of creditors advertised for 14th inst.

Hall & Glavin, general merchants, Mount Carmel, have dissolved partnership. Mr. Hall continues in business.

The premises of G. Williams, grocer, baker and confectioner, Guelph, have been damaged by fire. Loss covered by insurance.

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The premises of C. Davidson, baker and confectioner, and of Thomas Bros., grocers, both of Cambellford, have been destroyed by fire.

W. A. Wilkins, confectioner and fruit

UPTON ASPBERR IF YOU WANT THE BEST JAMS JELLIES OR ORANGE MARMALADE YOU MUST INSIST ON GETTING **UPTON'S**

A. F. MacLAREN IMPERIAL CHEESE

CO., Limited, SELLING AGENTS TORONTO. dealer, London, has assigned in trust to H. Hawthorne. Meeting of creditors an nounced for 19th inst.

QUEBEC.

Lazarus & Coyle, grocers, Montreal, have registered.

P. Leroux & Cie., manufacturers of shoe polish, etc., Montreal, have registered.

Rabinovitez Bros., general merchants. St. Guillaume d'Upton, have assigned.

The assignment of L. Noel, dealer in hay, Montreal and St. Marc, has been demanded.

Kent & Turcotte have been appointed curators to P. Bourassa, hay dealer, Vamachiche.

D. A. McPherson & Co., wholesale produce dealers, Montreal, have dissolved partnership.

Consent of the assignment of J. Beau lieu, wholesale provision dealer, Montreal, has been filed.

B. Beaulieu, general merchant, Ste. Helene, has made an assignment, V. E. Paradis, provisional guardian.

A. Danfousse has been appointed curator to Marchand & Co., hay and grain merchants, Pont de Maskinonge.

C. G. Racicot & Co., flour and grain merchants, St. Hyacinthe, have dissolved partnership. C. G. Racicot continues in business.

A meeting of the creditors of W. B. Newsome & Co., manufacturers of jams, marmalades, etc., Montreal, was an nounced for 9th inst.

MANITOBA AND N.W.T.

J. J. Story, general merchant, Wawa nesa, has sold out to R. Weir.

McKague & Gunn, confectioners, Melfort, have dissolved partnership.

T. G. Hoar, tobacconist, etc., Killarney, is advertising his business for sale.

Galloway Bros., general merchants. Wellwood, have sold out to W. Walker.

The premises of Code & Crozier, general merchants, Oids, have been damaged by fire.

The premises of F. Brinkworth, general merchant, Belmont, have been destroyed by fire.

Rocan & Co., confectioners and drug gists, Somerset, have sold out to L. Pambrum.

G. H. Brown, general merchant, and Heggie & Pegg, general merchants, both of Condie, have been succeeded by The Condie Supply Co.

NEW BRUNSWICK.

S. Tufts, of S. Tufts & Son, grocers, St. John, is dead. H. W. Smith, grocer, Milltown, has

been burned out. Loss estimated at 8600 ; partially covered by insurance. BRITISH COLUMBLA.

The B. C. Supply Co., grocers, Van couver, have assigned.

The premises of the Victoria Creamery Association, Victoria, have been damaged by fire.

Cables from the East report that receipts of cloves at Zanzibar for the first half of December has been only 250 bales, that the second crop is not expected to exceed 7,000 bales and that the total outturn is expected to fall-short of 35,000 bales.

We can meet your requirements in



See our travellers' samples.

THE



LIMITED,

Wholesale Grocers,

TORONTO.

The Canadian Grocer

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Wiley's Boarders' Holiday.

R. WILEY, of the Bureau of Chemistry, United States Department of Agriculture, has given his class of volunteer "poison experimenters" a threeweeks vacation. This action is said to give the experimenters with preserved foods a holiday, but it is not denied that the primary cause is the threatening condition of the health of the members after fiving for several weeks on a diet of salicylic acid in constantly increasing doses. The class have not taken kindly to the salicylic diet and have grumbled over it, as they did not do over the borax menu of last Winter. No alarm is felt about the condition of their health, and, while the experts are watching them carefully, they have no intention of abandoning the experiments. Dr. Wiley says everything is natural and normal and as he expected.

Only one of the boarders has a good word to say for the salicylic diet. He is a clerk who came into the class with a bad case of rheumatism, and who, through the action of the acid on his system finds himself free from his painful ailment.

New York Butter Market.

The year 1903 was a record year in the volume of business in butter transacted in New York, being only exceeded by the year 1896, says The National Provisioner. The total receipts were 2,163,518 packages, an increase over the previous year of 186,890 packages. Prices ranged from 19c. to 29c., but seldom were quoted above 25½c. The total value of butter sold in New York in 1903 was \$26,351,649, as compared with \$24,460,772 in 1902.

According to estimates made by The New York Produce Review, on January 1, 1904. the amount of butter in cold storage and private refrigerators is given at about 201,599 packages, 171,599 packages in the cold stores, and 30,000 pack ages in the private refrigerators. The average weekly consumption is placed at about 41,000 packages. During the last week the market in New York has been better than in previous weeks, and there has been greater withdrawal of goods from cold storage. The severe weather has affected the production of fresh butter in all sections of the country. The market. on the whole, is much more favorable than during December, and better than last week, freezer stock being taken out at the rate of about 15,000 packages a week.

Big Creamery in Denver.

One of the largest creameries in the world is being built in Denver, Col., by The Beatrice Creamery Co. Some months ago this company increased their capital stock from \$500,000 to \$1,000,000 for the purpose of erecting a plant in Denver, and to build up their trade in the West and Northwest. The building will be five storeys high and contain all the latest known appliances and full refrigerating outfit for the proper handling of dairy products. The capacity of the plant is estimated at from 4,000,000 to 5,000,000 pounds of butter annually. Cream from 200 creameries and shipping stations in Colorado, Nebraska and Kansas will be received, and the product of 10,000 farms will be handled. The plant will cost \$200,000.

Visible Stocks of Lard.

THE N. K. Fairbank Co., Chicago, Ill., write THE CANADIAN GROCER, under

date of January 4, 1903, of follows : Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst, to which we add estimates of former years, and stocks in cities named :

Milk by the Cake.

The inventors of a method by which milk is now being solidified on a considerable scale confidently believe that their discovery will not only abolish the many dangers of the dairy, but will eventually do away with the dairy itself; they are confident, that is, that the day of liquid milk is over.

People who have tried to solidify milk before have employed, it is said, too low a temperature in their fear of decomposing its fats and sugars, and in consequence have failed. But by the Just-Hatmaker process the liquid milk is whisked around polished cylinders kept at a fierce heat by steam, and comes off in a few seconds in the form of a continuous creamy white sheet, five feet in width. This is reduced to powder and may be compressed into cakes.

The feature of the product is that it is still potentially milk—the whole milk, and nothing but the milk, and to make new milk at any time it is only necessary to add the seven parts of water which have been evaporated.

The result is said to be difficult to distinguish from fresh milk. Its cream rises naturally, and it may be made into butter or cheese. The powder and cakes keep indefinitely, and samples have been sent round the world and kept for three weeks in Shanghai, returning quite fresh. Obviously it is impossible to water, skim, or adulterate solid milk, and a fact to which the inventors attach extreme importance is that all attempts to cultivate microbes on it have failed.

	1904. Jan. 1.	1903. Dec. 1.	1903. Jan. 1.	1902. Jan. 1.	1901. Jan. 1.	1900. Jan. 1
Liverpool and Manchester	10,000	10.500	6,500	7,500	10,000	35.500
Other British ports	1.500	1,500	1,800	3,000	6 000	7,000
Hamburg	13,000	12,000	3,000	8 000	3,500	12,000
Bremen	1,000	500	1,000	1,500	1,500	3,000
Berlin	3,000	2,000	500	1,000	2,000	4 000
Baltic ports Amsterdam	7,500	8 000	4,500	7,000	6,500	6,000
Rotterdam }	700	500	1,000	1,000	500	3,000
Antwerp	1,000	1,000	3 000	3,000	1,500	2,500
Freach ports	700	900	2 50	3.000	3,500	7,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	38,900	37,400	22,050	38,000	36,000	81,000
Afloat for Europe	65,000	50,000	56,000	63,000	63,000	75.000
Total in Europe and afloat	103,900	87,400	78,050	101,000	99,000	156,000
Chicago prime steam	10,336	19,920	14,468	45.836	44,227	82,580
Chicago other kinds	9,633	8,082	8,413	6,952	- 5.723	11,504
East St. Louis	1,150	840		1 538	566	7,500
Kansas City	5,188	3,682	2,961	14,983	4.301	3.179
Omaha	3 128	842	1,363	3.706	2,958	5,665
New York	8,849		5.427	8,054	9,097	13,015
Milwaukee	3,097	1,857	895	4.565	702	5,022
Cedar Rapids				2,386	1,113	2,268
South St. Joseph	2,047	1.845	2,075	5,624	1,400	974
Total tierces	147,328	130,005	111,652	194,644	169,147	287.707

DAIRY PRODUCE AND PROVISIONS

The Canadian Grocer

Telegraphic Address, "DOMINO," Charlottetown

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The Dominium Parking Company.



We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

Charlottetown, PES Canada

TO THE TRADE

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

- C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
- Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.

Prime Roast Beef, sizes, 1's, 2's and 6's. Prime Roast Mutton, sizes, 1's, 2's

and 6's. Lunch Tongue, size, 1's, 2 doa, to case.

Oxford Sausage, sizes, 1's and 1/2's. Oxford Brawn, sizes, 1's and 2's, square

tins.

Compressed Cooked Ham, sizes, 1's and 2's, square tins.

ondensed Mince Meat. 36-12 oz., Hom

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

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

Chipped Dried Beef, sizes, 1's and 12's. Honeycomb Tripe, sizes, 1's and 2's.

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

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

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

Kidney Stew, Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

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

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

Fresh Sausage Our Engli

Brawn

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

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

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



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

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

Order Sample Case.

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

The Canadian Grocer

PROVISION AND DAIRY MARKETS.

Toronto.

The usual full after Christmas is being experienced. This is the heavy packing season, and packers are busily engaged putting up stocks. Receipts are quite heavy. There are few changes to note. Lard is perhaps a little easier. The fresh meat market continues steady but quiet; mutton is firmer. We quote:

Long clear bacon, per lb\$0 084	\$0	09
Long clear bacon, per lb 0 13 Smoked breakfast bacon, per lb 0 10	0	131
Roll bacon, per lb	0	101
Medium hams, per lb 0 12	0	121
Medium nams, per 10 0 11	0	115
Large hams, per 1b 0 11		10
Shoulder hams, per 1b 0 091		141
Backs, per 1b		00
		50
Short cut, per bbl		
Short cut, per bbl		50
Lard, tierces, per ib		081
" tubs " 0.084		084
" naile " 0.084		081
	0	08
Danged hors light weights per 100 lb 6 40	6	50
Dressed hogs, light weights, per 100 lb 6 40 heavy	6	25
Plate beef, per 200-lb. bbl.	10	50
		()()
Beef, hind quarters		50
		25
(hole car ascs		50
meatum		75
" common		
Mutton		50
	~	75
Vea!	9	00

Butter—This market is exhibiting an easier feeling generally this week. At these prices there is a free movement, especially of creamery. In dairy, however, there is an accumulation, particularly in rolls. As there has been no Winter cheese this year the production of butter has been greater than usual. The quality of creamery is, of course, good, but complaints are heard of the unsatisfactory quality of some of the dairy. We

1	Per lb.
	0 20 0 22
" solids fresh	0 201 0 21
Dairy rolls large	0 108 0 112
	0 17 0 19
in tubs, best	0 15 0 16
Under qualities	015 014

Cheese—The situation is some brighter this week. There is more going into consumption, and the bulk is held in strong hands, who paid about a cent higher than present prices. The probability is that we shall see higher prices. We quote :

Cheese, large 0 102 0 102 twins 0 11 0 114

Montreal.

.

A steady market for hog products with little or no change in price is reported to us this week. A fair business in lard is being transacted at steady prices. Trade in ham and hacon is reported quite satisfactory. We quote :

ista ang.		1													
Canadian short	cut m	ess I	ork							:17		50	8	18	50
Américan short	cut el	lear				 				17		50	1	18	00
American fat ba	uck				20					18	; 1	0		18	50
Bacon, Wiltshir	turr	11.								6		13		0	13
Extra plate beet	c, per	1.1.1				•••	•••	•		11		-0		19	00
Lard "Boar's	iper			· · ·		 	1.		• •			~			073
															00
Carloads, less.							• •	• •	• •	•	•	• •	•	0	004
20-1b. tin pails.															
Half-bbls., over	tierc	e							 • •				•		00,
60-115 tubs.	**														00
20-1b, wood pails	**													0	00!
10.10, time														0	00
5-lb, tins,														0	00
3-lb. tins.	**														01
				•••		 •	• •						•	~	~.
Wood net, tin g	ross w	eigh	t.												
										1	N	06	H.	. 1	l'in.
1 to 25 pails											1	5	8	1	48
26 to 49 pails											1	5	ō	1	45
50 pails and ove															

Butter—The market continues firm and there are no new features to report. Business is confined almost entirely to local trade and its volume has been very small this week. We quote as follows : Finest fresh prints, 22 to 23c.; finest Fall made creamery in 56 lb. boxes, 22 to 23c.; Winter made, 20½ to 24c. Dairy butter is not in particularly good supply, deliveries being lighter than at this time last year. Prices for good dairy butter range from 17 to 18c., and for cooking butter from 14 to 15c.

Cheese—Market firm due to increased inquiries from England, but it does not appear that actual business has been much increased. Finest strong cheese is now quoted at 12 to 13c.; mild, 11 to 115c.

St. John, N.B.

There is a rather firmer market in barreled pork. The market has been particularly uneven this season. Beef is rather dull; of late years our lumbermen have used an increasing quantity of fresh beef. Pure lard is again lower; the stock held is quite large. Refined lard is now almost the same price as pure. Low-priced compounds are little used. Smoked meats hold quite firm; the trade is chiefly done by local curers. In fresh beef there is a good supply. Prices are quite low. Domestic is freely offered. Lamb is firm er, supply beginning to fall off. Mutton is dull. New yeal is offered; price quite firm. Pork is unchanged, offerings not being large. We quote:

Mess pork, per	bbl										\$16	5 00	8	18	00	
Clear pork	**											00		18	00	
Plate beef	**										11	00		12	00	
Mess beef	**										10	00		11	00	
Domestic beef.	per										0	05		0	07	
Western beef											6	03		0	09	
Mutton		•									0	05	1	0	06	
Veal		•									0	06	ĩ	0	07	
Lamb		•									. 0	07	Ĩ	Õ	08	
Pork											0	07	•	Ó	071	
Hams											0	12		õ	14	
Rolls		•									0	10		Õ	11	
	15 "											08		0	09	
Lard, pure, tul	ls '	•										09			091	
Dutter 1	0	1.1	23	1		-		1	•	1		e		1		

Butter—Butter tends higher for best grades, but stocks of average quality are ample. We quote:

 Best tub Butter.
 0 18
 0 20

 Good dairy tubs
 0 16
 0 18

 Fair
 0 14
 0 15

Eggs—Are quite scarce and higher prices are asked. Strictly fresh eggs are a luxury. We quote:

Eggs, henery 0 30 0 35 case stock 0 24 0 26 **Cheese**—While a light stock, shows but little life. The sale is light. We quote:

heese, per lb..... 0 121 0 13

Trinidad Provisions.

Under date of December 17 Gordon, Grant & Co. write from Port of Spain, Trinidad of provisions, as follows:

Trinidad, of provisions, as follows: Pork and lard are moving slowly at late quotations, although stocks of both are moderate. Family beef is firmer in sympathy with Chicago advices, and higher prices are now asked for all grades. Imports of Morlaix butter have at last moderated, and an advance is now obtainable for fresh landings. For cheese and hams there is now more inquiry.

A later letter from the same people, dated December 31, reads thus:

There is no change in the position of either pork or lard, and values, if anything, are easier. Family beef is held for advanced rates, which are likely to be obtainable shortly, as stocks are not large. For Morlaix butter there is now more inquiry, and for fresh arrivals an advance is asked. Cheese and hams are selling slowly at our quotations.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, a llowandBones. We advance money if desired. We pay spot cash. We pay the freights. We pay full market values.

We pay the freights. We pay full market values. We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address C. S. PAGE, Hyde Park, Vt. U.S.A.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER. Phone Park 513. 54 Noble St., TORONTO.

CANADIAN MEATS CHEESE and BUTTER. Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

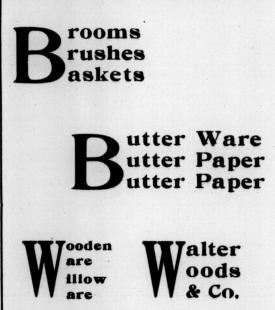
WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.



Hamilton and Winnipeg.

Matthews' Sausages Are Wanted

by the discriminating public. The best hotels, the best clubs, the best people everywhere want them for their purity and wholesomeness.

-Made by Matthews' Methods. -If our travellers do not see you, write us. -Address our nearest house.

-Save express, always shipped that way.

ESTABLISHED 1868.

PETERBOROUGH

HULL

THE GEORGE MATTHEWS COMPANY, LIMITED

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Pelts

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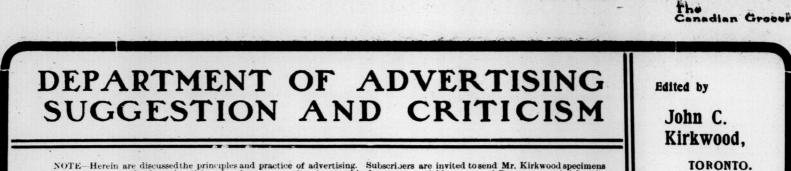
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RE CREAM TAR We are buyers of Poultry, EAM TART **Butter Gillett's** AND Eggs. Positively and absolutely the **DUrest** CREAM Put up in The best facilities for handling consignments. Up-to-date Cold Storage. TARTAR 1-lb. Paper Pkgs., 1-lb. Cans, 10-lb. Boxes 1-lb. 1-lb. 25-lb. Pails 100-lb. Kegs 360-lb. Barrels market 5-lb The J. A. McLean Produce Co., Limited Order from your jobber. 73-75-77 Colborne Street E. W. GILLETT COMPANY LIMITED Telephone Main 2491. Toronto. London, Eng. Chicago, Ill. TORONTO, ONT. 19



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.

A Pertinent Letter from a Successful Grocer.

ROM three distinct sources there have come to me during the past week inquiries as to the wisdom of grocers advertising 'at all in view of the fact that the bulk of their stock is made up of

goods in packages—goods that are to be found in practically every grocery store. It is freely admitted that the dry goods man has a chance to advertise successfully, since his stock is so complex and its individuality so possible of assertion. In the following letter several matters are touched upon of live interest to many grocers, and I make this communication the basis of my talk this week :

-----, Jan. 5, 1901.

Editor, "The Canadian Grocer" :

I have been doing business for about three years in L— in the crockery and grocery line, during which time I have succeeded in building up a very fair trade. During the last year I succeeded in increasing my trade by almost a third over the preceding year, and am anxious that the coming year should show the same increase.

I have never advertised in any way whatever, but have endeavored when possible to have some lines that nobody else can get, and, in this way, draw people to my store. Every spare spot in my store (which is small but in a good stand) I use to place something that is exceptional value, and use price tickets on everything that I consider will increase the sale thereof. My window I endeavor to keep as clean as possible and filled with goods that will at least draw people's attention.

Under these circumstances would you advise me to advertise in the daily or weekly papers? My idea has always been that an ad, without prices does not attract much attention, especially when set up in the space 1 could afford to buy; and to quote sugar at 20 pounds for \$1 when everybody is selling at the same price would not improve matters much. As the profit on groceries is al ready small enough, to cut same would only lead my opposition to follow suit, and there would be nothing gained by slaughtering prices to make an ad, interesting,

> Yours truly, JOHN SMITH.

This is a good, straightforward, sensible letter, and takes up matters that are exercising the minds of many grocers.

Let me say that business growth does not necessarily hinge upon advertising. Advertising is merely one agency among many to be employed in selling goods. Goods can be sold largely and profitably without advertising. In any considerable turnover of merchandise there are several forces at work, and to rely on any single one of these to do everything is manifestly unfair and disastrous. The judgment of many merchants has been misled by advertising enthusiasts, who are prone to magnify the importance and potency of advertising. The point I am endeavoring to make clear is that the employment of all good means, among them advertising, is necessary to accomplish maximum results. A merchant may be an excellent advertiser and a poor storekeeper; he may know how to write persuasively and all that, and yet be loose in his store methods. His goods may not fulfill the claims made for them ; the merchant may be inattentive to business; the shortcomings of the store and its proprietor may be many and grievous. No amount of advertising can materially or permanently enlarge the business of such a Advertising, to be productive, store. must work in conjunction with other forces. Alone, it can accomplish very little.

Thus it is easy to understand why Mr. Smith's business has grown one-third in a year. His letter reveals the fact that he is energetic, watchful and enterprising. It would be strange indeed if under such management the business stood still. It is not to be marvelled at that growth resulted without advertising; and to conclude that because there has been growth without advertising advertising was unnecessary and would have been waste is wholly wrong. The employment of judicious advertising, coupled with excellent management cannot fail to attract more business. The problem is to ac-

quaint others who are not customers with the essential facts. This can be done by advertising,-not merely that form of advertising known as newspaper publicity, but by circulars-printed and typewritten-sent out through the mails or distributed by other means. When a man knows in his heart that more people could deal with him to their advantage. and has the desire and ability to serve these people, it is strictly business to make these desired customers know what he knows; to get their trade by all fair means. The burden of making more people know about his business is clearly the merchant's, and cannot be trusted to any other. The means he may employ to convey this knowledge is advertising, whether it be through newspapers, circulars, personal letters, bill boards, or street cars. All these forms of advertising are not of equal worth, but a consideration of them individualy from the viewpoint of value is beyond the scope of this article.

In what I have written is my answer to Mr. Smith's question-"would you advise me to advertise ?" Summarized, my advice to him and to all others whose problem is of like nature, is to advertise. The particular form or forms that the advertising may take is a separate problem, and one that I am unable at this time to discuss at length. In a forthcoming number of "The Grocer" I shall take up the question of what to advertise, and the matter of price-quoting and price-cutting. Suffice it to say just now that price-quoting does not necessarily lead to price-cutting; also that quoting prices that are current with all grocers is, generally speaking, useless.

This letter of Mr. Smith's tells of a form of interior advertising that is suggestive, namely, his stocking uncommon lines and their display, accompanied by price tickets, in every available spot in his store. This, to some extent, is done in a great number of the brisk grocery stores everywhere. I feel, however, that it is not done enough. Goods attractively and temptingly displayed with the prices attached, sell themselves. The outlay required for such advertising is one

TEAS ANNUAL JANUARY CLEARING.

WE ARE CONSTANTLY STUDYING TEAS.-WE HAVE THE EXPERIENCE AND THE MEANS TO TAKE ADVANTAGE OF EVERY MARKET, AND, CONSEQUENTLY, USUALLY HAVE BETTER VALUES TO OFFER THAN ANYONE ELSE IN THE TRADE.

We have gone through our stocks and have picked out some very special values, in fact, our travellers are "loaded" with snaps that will be picked up by the wide awake merchant. So far this month, our TEA SALES are the largest (for an equal period) in the history of our business, which shows that a good many grocers have "got in " on the "good things" we are offering. Our values are not equalled in the trade in

- CEYLON GREENS - TO RETAIL AT 25 CTS.

SAMPLES- YOUR INQUIRY WILL BE APPRECIATED AND PROMPTLY ATTENDED TO.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS and TEA and COFFEE TORONTO.

of effort rather than of money, and there is no reason why priced displays cannot be a feature of every store. To take orders is not salesmanship. To suggest needs, to create desire, to stimulate the buying instinct, is an art easily capable of cultivation. It does us good to have genuine examples of successful trade building, and the editor of this department welcomes letters from all sources which furnish helpful experiences.

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OPEN AN OFFICE IN WINNIPEG.

The Maclean Publishing Co., Montreal, Toronto and Winnipeg, have secured the services of Mr. L. P. Luxton as their western Canadian representative. Mr. Luxton has secured an office in the Mcintyre block, and is now busily engaged in looking after the interests of the Maclean trade papers, which are the best of their kind in Canada, and the equal of most trade papers published the world over. Col. J. B. Maclean, the pivot upon which these publications revolve, believes in giving Canadian readers the best, and to say that he has succeeded admirably in this respect would be putting it mildly. The Dry Goods Review, "The Canadian Grocer," Hardware and Metal, Bookseller and Stationer, and Military Gazette are among the Maclean newspapers.-The Winnipeg Tribune.

CANADIAN PREFERENTIAL TARIFF.

A MOST practical example of the good effects upon British exports which have been brought about by the rebate in duty on goods of "British origin" imported into Canada has recently come to our notice, says Commercial Bristol.

A well-known firm of manufacturers in our city had been doing a small intermittent trade in Canada, and in 1896 one of the partners went to the Dominion with a view to see on the spot whether this trade was worth following up.

He was only in Canada for a week, but placed some good agents, advised his firm to advertise in the best journal of their trade, and came home satisfied that some increase in orders would follow in course of time.

That year the firm's Canadian trade was ten times greater in volume than in 1895, and a year or so after, when the preferential tariff came into operation, it again increased considerably.

The further rebate from 25 per cent. to 331-3 per cent. again helped this firm's Canadian trade, and this present year is their best record, and quite six times as much as it was in 1896, just before the new tariff came into force. In one week at the end of October the firm under notice booked Canadian orders equal to the total value of some whole year's trade, and they now confidently expect a further large extension of trade next year.

THE IMPERIAL BISCUIT CO.

A REPRESENTATIVE of "The Cana dian Grocer" paid a visit on Wednesday last to the factory of The Imperial Biscuit Co., Guelph.

The works have been enlarged from time to time, with the present commodious factory as the result, and the largely increased business of the firm will necessitate another addition to the premises in the very near future. The first flat is devoted to the office, storage and shipping departments : the second to machinery and the biscuit department, and the third storey principally to the manufacture of confectionery, to which specialty the company are paying considerable attention.

Apart from the quality, the goods are cleanly handled and all the packages have a bright and attractive appearance. Mr. Dooley showed "The Grocer" the small premises in which he originally commenced, and naturally feels considerable pride in the growth and success of the business.

TORONTO RETAIL GROCERS ELECT OFFICERS.

ELECTION of officers and discussion of the proposed assessment act in its effect on the retail trade were the principal items of business before the Toronto Retail Grocers' Association Monday night last at St. George's Hall. Mr. F. W. Johnston was elected president for the ensuing year by acclamation, and the association listened to a committee from the Grocery Section of the Retail Merchants' Association of Toronto, who expounded the intricacies and inequities of the new assessment act.

The meeting was called to order about 8.45, with President David Bell in the chair and the usual attendance present. The minutes of the previous meeting were speedily read and disposed of as the association was in a hurry to get through with routine business in time to receive the visiting delegation.

Mr. F. T. Higgins, Queen street east, and Mr. F. C. Armstrong, Shuter street, who had been proposed for membership last month, were duly elected.

The committee on the pedlar nuisance, reporting through Mr. Bond, announced that they had interviewed the City Solicitor and found there was no law defining a bag of potatoes outside St. Lawrence market. Neither the city or the province had the power to enact such a law, and it would be necessary to appeal to the Dominion House. The report was received and will be further discussed next meeting.

Mr. Johnston, with Messrs. Kelly, Panter and Snow, chairmen of the sub-committees in charge of the annual at-home, reported progress. The rooms in the Temple building had been secured for Thursday night, Febrdary 4. The refreshments and music had been arranged for, and the programmes and tickets would be out almost immediately. The report was received.

Mr. Panter, on behalf of the Lodge Room Committee, reported that he had inspected several rooms but as yet had found nothing satisfactory.

The notices of motion to amend the constitution were next considered, and the following amendments passed :

. On motion of Messrs. Johnston and Bond the number necessary for a quorum was reduced from 11 to 7.

On motion of Messrs. Bond and Johnston it was provided that nomination for officers should take place at the last meeting of the year and election and installation the first meeting of the succeeding year.

On motion of Messrs. Thorne and Panter it was provided that the member who secured the largest number of new members each year should receive some small token as a prize. The delegation from the Retail Merchants' Association. consisting of Messrs. Higgins, chairman; Trowern, secretary; Moyer, Coulter and Bond, was announced at this juncture and introduced to the meeting.

Mr. Higgins expressed the pleasure it afforded him in meeting an association engaged on lines similar to their own, that of mutual helpfulness.

The question of taxation was one of great importance. The present system was inequitable, but he believed the proposed system would be still more unjust to the retailer. It shifted the burden from the manufacturer and wholesaler to the retailer. There were many retailers who would have to pay two or three times as much as at present. The retail-



Mr. F. W. Johnston, President Toronto Retail Grocers' Association for 1904.

The newly elected president, who describes himself as an "Old York villain," having been a resident of Yorkville for over two decades, is a familiar figure in Toronto grocery circles. Mr. Johnston has been practically all his life in the grocery business. He learned the art first with Shields Bros., then with J. J. Scott, and afterwards with J. Gerry. Graduating from the retail trade he took a post graduate course in the wholesale firm of J. W. Lang before setting up for himself at 82 Davenport Road, where he has conducted a general provision business for the last 21 years.

Mr. Johnston is a charter member of the Grocers' Association, and has filled the chair before, having been president about four years ago. He is ambitious to make things hum in the coming year.

er had so many burdens to bear, he thought this additional tax should not be imposed. The details would be discussed more minutely by his colleagues, but he respectfully invited the co-operation of this association in opposing the proposed act.

Mr. Trowern declared this to be an age of organization. The only way to get anything was by concerted action. As retailers they had received no special benefits from the Government, as had the farmers, manufacturers and laborers, and they did not want to have taxes shifted from these other classes on retailers. The retailers were paying on the largest share of assessed property in all places. The Government, thinking the present system was wrong, appointed a commission that was not made up of practical men. The intention of the act is to re. move the tax on personalty and to place it on rental values. The rental value was determined as 7 per cent. of the present assessed value. The new tax would be about 10 per cent. of this. Thus, if a merchant's premises were assessed for \$10,000, the rental value would be \$700 and the tax about \$70.

He declared this to be unfair to the small man. It ignored the licenses. The T. Eaton Co. now paid \$8,775, under the new act they would pay but \$3,220. The premises of the retailers in Toronto were assessed for \$17,600,000, the wholesalers for \$3,500,000, the stocks of the retailers for \$2,900,000, of the wholesalers for \$2,700,000. The retailers now paid \$56,000, the wholesalers \$51,000. Under the new tax the retailers would pay $\$119,0^{11}$, and the wholesalers \$25,000. The wholesalers \$25,000. The wholesalers \$25,000. The wholesalers \$25,000.

In the discussion which followed Mr. Trowern was asked for an alternative scheme. He said that he did not think it incumbent upon them to produce such a scheme.

Mr. Moyer said they could take it for granted that when the big fellows were pressing a measure through the House it would not be in the interests of the small fellows. He thought they should work more in harmony in their own interests.

Mr. Coulter thought they were now facing a crisis. They must oppose this unjust taxation, which was threatening to crush the retailers. He hoped this association would unite in protest against the bill.

Mr. Bond, owing to the lateness of the hour, cut his remarks short, the matter, he thought, having been pretty well threshed out.

A vote of thanks was tendered the visiting delegation, who then retired.

The discussion was left over, owing to the late hour, and the president empowered to call a special meeting if the mat-



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THE OLD RELIABLE



Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

ter came up in the House and required action.

The election was then proceeded with and resulted as follows :

President-F, W. Johnston.

- Vice President-H. Kelly.
- Treasurer-Mr. Schoales.

Executive Committee -R. W. Davies, R. Van Loan, F. Thorne, T. Clarke.

Exhibition Board-Mr. Bond.

Trustees-Messrs, White, Bond, Roberts.

Auditors D. Bell, H. Tolchard.

Inside Guard-Bailey Snow.

The new officers were installed by Past President' Panter, and the meeting adjourned at a late hour.

GOW, WILSON & STANTON ON TEA.

G^{OW,} WILSON & STANTON, in their tea report dated London, December 31st, 1903, have this to say of the tea situation:

The past year witnessed a complete transformation in the conditions previously ruling in the tea producing industry of India and Ceylon.

The natural result of prolonged depression in prices owing to over-production had prevented any material increase in cultivation during three or four previous years. During this peried,² consumption, both at home and abroad, continued to expand.

The year 1903, therfore, opened under circumstances more auspicious than the industry had experienced for a considerable time, prices being at last on a more remunerative scale, and sufficient to bring about more satisfactory results than had been the case for many years.

This was especially the case with districts producing teas of the cheaper class, which showed a marked rise on prices ruling during 1902, medium and better grades, however, not participating to the same extent, owing to the strong demand existing in the country for a cheap canister, concurrently with a somewhat smaller supply of this class of tea.

This shortage was caused not only by a smaller output both in India and Ceylon, but by the manufacture of a considerable proportion of this grade into green tea, thus materially alleviating the pressure on the market for this class of black tea.

Home Consumption.

Home consumption well maintained its position although showing no apparent increase, but) the desire for cheap tea caused a demand for the lower grades of China tea, and consequently a larger quantity of this growth than usual was used, and a portion of the surplus which had accumulated in America was even brought over to this country.

There is no doubt that the advance in rates for common tea has had the effect of increasing consumption of grades of tea poorer than is usually produced in India and Ceylon on account of the lower price at which they could be obtained.

Production.

During the latter months of 1903 it became evident that the present season's crop from India would show an increase, but not only was the output in Ceylon rather less, but a considerable portion of this having been made into green tea, the home market has not se-



The late George Foster, of Brantford, whose demise was chronicled in last week's Grocer.

verely felt the increase, especially as extraneous supplies of China tea which had been so freely drawn upon in the early months of the year were no longer available.

Foreign Markets.

Foreign markets continue to show a satisfactory expansion, the quantity taken during the year amounting to about 112,000,000 lbs., against 107,000,000 lbs. in 1902. A very satisfactory result when the increased price is taken into consideration.

Indian Tea.

Quality on the whole was hardly up to that of 1902. That from Assam and Darjeeling was generally poorer, Dooars about similar, whilst from Cachar and Sylhet it was a trifle better. Southern India has also shown some improvement, especially if grown at a high elevation.

The average price of tea sold on garden account for the 12 months was 7.83d. per lb., against 7.35d. in 1902, whilst from 1st June to the end of the year it was 7.80d. per lb., against 7.24d. per lb. for the same period last season.

The manufacture of green tea was rather larger, although still comparatively in its infancy.

Indian Tea Cess.

The passing of the Indian Tea Cess Act by the Government, levying a duty of a quarter of a pie per pound on all exports, for the purpose of increasing consumption of Indian tea in India and elsewhere, gives the planters the means of raising a larger sum of money than formerly for exploiting markets outside the United Kingdom.

Ceylon Tea.

No material alteration took place in the quality. The chief feature of the year, in addition to the manufacture of green tea, being the generally smaller output, owing mainly to the prevalence of weather unfavorable to flushing.

The average price of teas sold on garden account was 7.52d. per lb., against 6.81d. per lb. in 1902; and from 1st June to end of December 7.41d., against 6.66d. for the same period last season.

Java Tea.

Production from this country has materially increased of late; and whereasin 1897 it was only 91-4 million pounds, in 1901 it was approximately 151-2 million (these are the latest available figures). The quality has tended towards improvement, some of the estates recently planted with Indian seed now producing teas of very good character.

FISHERY TRUST.

Mr. Van Laun, London, who is promoting the Scotch Fishery Trust, recently had special meetings in Aberdeen, with representatives of the various trawling companies. He proposes to amalgamate 50 of the modern trawling companies in Scotland, whereby a saving of £20,000 annually will be effected in working costs. Mr. Laun emphasizes the point that if fish is of good quality the market in England is unlimited. The trust has already had the offer of an important curing business in Scotland, and would erect its own preserving factories for packing and tinning fish.



EXPENSIVE POTATOES.

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MAGINE a single potato making more than a big fat ox at the great Christ

mas show and sale at Smithfield, but a few days since. Nor was it for a solitary specimen that these big prices were offered for praties. One was sold, of less than one pound weight, for \$750.

For another one, grown by Mr. Findlay, a Scotch grower and exhibitor, \$350 was refused by the owner.

The reason is this : For years experi ments have been going on to produce potatoes that can resist every kind of disease to which the tuber is subject. It has been, and is at present, a most cost ly process to produce this disease-resist ing vegetable. Sutton, the great Reading gardener, said that they only grew five tons of these costly tubers in the year. However, they are selling the smaller specimens of these-or rather they were selling them-at \$15.75 per pound, for seed, to the farmers and gardeners, so that the crop would be a good paying one. Last year but one, in 1902, a potato expert who had been much interested in this new "Discovery" tuber, procured a few as a favor, for which he paid \$4 per pound. He took them home. A few days afterwards he looked high, he looked low, he searched all over for the potatoes. They had gone. His wife was called to aid in the search. On being asked, where they were ? he was saddened to receive the reply, "My dear, you had them yesterday for dinner." At Smith field the intending grower said that din ner had cost him \$1,000. The increased price of the "disease resisters." with a fair crop, would have given him the price mentioned.

HOSPITAL FOR SICK CHILDREN.

The Victoria Hospital for Sick Children, Toronto, cares for every sick child in the Province of Ontario whose unable to pay for treatment, so that the child from the most remote part of the province has as much claim upon the hospital as the child from Toronto.

The hospital has a wonderful record. Last year there were 293 children from 216 places outside of Toronto. The gen eral character of the work is, in the opinion of physicians and surgeons, the best of its kind. Contributions are ask ed for. The smallest amount is accept able. Every dollar helps in carrying on the good work. Contributions may be sent to J. Ross Robertson, Toronto, or to Douglas Davidson, treasurer, Hospital for Sick Children, Toronto.

VISIT OF A HUSTLER.

M R. G. A. JOHNSTON, formerly of Pelferlaw, and who last May succeeded C. S. Heise, Baldwin, has bought the stock of Park and Hodgins. Sutton West, and will in future conductboth stores on similar lines. Mr. John ston does a strictly eash business, and finds it is a marked success. He would not go back to the old system under any circumstances. He finds he can buy to better advantage, paying cash, and sell closer as well. The public have come to understand this, and give their patronage in consequence. Mr. Johnston made a friendly call on "The Grocer" last week. He is among an increasing number of our readers who drop into our office when in the city on publication day to get an advance copy of the paper. Mr. Johnston says he keeps a sharp eye on our advertising columns, and finds it pays. With no reflection on the editorial de partments, he finds the advertising pages equally interesting with the reading matter. Just now Mr. Johnston is engaged on a circular in which he intends to explain his methods to the people of Sut ton West and improve business in the dull season following flae holidays.

TAKEN TO THE ROAD.

R. F. B. MASON, late manager of the sample room of T. Kinnear & Co., Front street, Toronto, and vho for 17 years has been in the employ of this firm, has severed his connection and will go on the road for J. D. Bradshaw & Co., confectioners' supplies.



Mr. F. B. Mason

Torontó. Mr. Mason will cover the territory including Ontario and Quebec and will start out on his first trip westward Monday.

A pleasant feature in connection with Mr. Mason's departure was the presentation on behalf of his employers and fellow employes of a handsome morocco purse well filled with good gold pieces.

The travellers and office staff waited on Mr. Mason at his home quite unexpectedly and made the presentation, accompanied by an address. Mr. Cutler made the presentation and Mr. Chapman read the address. The visitors were most hospitably entertained by Mr. and Mrs. Mason despite the unexpected nature of the visit.

Mr. Mason, in his new work, has the very best wishes of the trade in Toronto by whom he is held in the highest esteem.

U. S. SUGAR CONSUMPTION

R EVIEWING the statistical position notes that the consumption of sugar in the United States has been 16 467 tons less than in 1902. This small decrease, in place of the usual increase, is accounted for by the cold and backward Spring and Summer of 1903, as well as to the badly demoralized conditions of trade in some departments. The consumption of foreign sugars decreased 1,0,052 tons, while the consumption of demestic product increased 93,587 tons.

The Hawaiian Islands gave increased supply of 46,711 tons, Porto Rico increased but 1,162 tons, while the Philippine Islands increased 27,397 tons.

All refiners melted about one and onehalf per cent. less sugar in 1903 than in 1902, the reduction being about equally divided between the American Sugar Refining Company and the independents. The beet sugar factories increased their business by 111,287 tons having carried over a considerable stock from the preceding year. Foreign refined used shows a decrease of 19,046 tons. The percentage of business done by the American Sugar Refining Company is 55.25 per cent., against 56.97 per cent. in 1902. The independents did 34,55 per cent., gainst 36.05 per cent. in 1902.

The percentage of beet factories increased to 9.98 per cent., as against 5.41 per cent. in 1902.

The average difference between raw and refined in 1903 was .918c., practically the same as in 1902, when it was .913c. per pound. Refiners profits for 1903 were virtually the same as in 1902. Prices of refined were much better sustained in the far west than in previous years and the beet factories received better results than before.

The coming year gives promise of a continued low average for raw sugars and as the policy of refiners is to give consumers the benefit of such conditions the pople will use sugar more freely to the benefit of refiners by increased consumption.

A TRINIDAD EXHIBITION.

Within the next three weeks an exhibition of Trinidad products will be opened in the Board of Trade, Montreal. This display, by which it is hoped trade may be cultivated, is under the auspices of the Agricultural Society of Trinidad, that body having undertaken to prepare the exhibit and send it on to Montreal. Mr. J. Russell Murray, the representative here of the Imperial Department of Agriculture for the British West Indies, has obtained sanction from the Council of the Board of Trade to place the exhibit in the building. The exhibit will be shipped from the islands in two or three weeks. The products will be preserved so as to enable merchants to obtain information as to the quality and value of the latest crop.

FAILURE OF A MONTREAL TEA HOUSE.

A surprise in tea circles of Montreal It is week is the failure of S. C. Durand & Co., 13 St. John street. The liabilites, which have not been made public yet, are quite high. It is understood a r eeting of creditors will be held on Friday, 15th inst.

BRANCH IN WINNIPEG.

Snowdon, Forbes & Co., 449 St. Paul street, Montreal, manufacturers of "Bee" brand starches, borax, coffee . nd baking powders, have opened up a Lianch warehouse and offices in Winnijeg this week. Mr. C. F. Thompson, formerly with Kilgour Bros., has been apointed their representative, and as a tull line of Snowdon, Forbes & Co.'s goods will be carried in stock Western merchants' wants can be rapidly filled. The increased business in the West for "Bee" brand goods necessitated Snowdon, Forbes & Co. opening a branch warehouse in Winnipeg.

LLOYD T. MEWBURN.

Mr. Lloyd T. Mewburn, who leaves Hamilton in a few days to manage the interests of James Turner & Co., in Calgary, has been connected with the firm since 1866, becoming a partner about 13



Mr. Lloyd T. Mewburn.

Visiting the Northwest from years ago. time to time he has a large business connection, and stands deservedly high in the estimation of the grocery trade of that section of the Dominion. His many friends in the east will be glad to hear of his success in a field which gives such promise for the future.

After the Holidays

> My travellers have returned to their respective routes, after spending a few days at

My New Offices and Warehouse, St. John, N.B.

They expected much when they came.

They were not disappointed.

Their inspection of the big building, in all its thoroughly equipped departments, and the fact that they are backed up by,—

The Largest Tea House in Canada

Sends them back to the trade with more confidence than ever, and already every indication points to a large increase in the sale of

ROSE

for 1904, over any previous year.

When you want anything in TEAS ask one of my travellers."

T. H. ESTABROOKS,

ST. JOHN

TORONTO

WINNIPEG

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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, bentifrices, 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 Scap is a good scap 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.

Ask
and
and
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a business or a de-
livery wagon, if you
want a partner or a
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If you have what
you don't want, or
haven't what youdo
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andOur condensed
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Acquire.

want—**advertise**. Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and *remittance must accompany order in every case*.

THE CANADIAN GROCER MONTREAL and TORONTO

Mun mun mark

To the Retail Trade

We beg to state that we have made a very large purchase of the Banner 20-year, filled-case Watches; so large, that we have secured control of this particularly highgrade watch, for premium purposes, and so large as to enable us to offer one of these genuine watches FREE—guaranteed by P. W. Ellis & Co., Toronto—to every buyer of

\$36.00 worth of "BEE" goods,

made up of following assortment :--

2 cas

All premium lots shipped from our factory, and are F.O.B. Montreal.

Orders from Pt. Arthur and points West must be \$50.00, and will be shipped from Winnipeg. Address, C. F. THOMPSON, Winnipeg, Man.

ses	"BEE'	' Starch, @ \$5.00, -	-	\$10.00
••	"	Soda, @ \$2.75,		8.25
••	**	Borax, 10-oz., 48 pkgs.	-	3.25
••		" 5-oz., 40 pkgs.		1.40
••		Coffee, 30 1-lb. Tins, -	- 1	9.00
••	••	Baking Powder, 24 1-lb. Tins,		4.50
	То	tal,	•	\$36.40.

Snowdon, Forbes & Co.,

28

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MONTREAL.

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S.F.S.

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 Vidal, I. L. O., Montmagny and Quebec.

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PROSPEROUS CANADA.

R EMARKABLE evidence of the prosperity now prevailing throughout Canada is evidenced in Bradstreets of January 9th. A summary of the failures which have been recorded each year in Canada since 1880 shows that in 1903 but 956 Canadian firms suffered failure. liebilities aggregating \$8,328,362 and assets \$3,852,197. This is a decrease in number of 12 per cent. from 1902 and is the least number since 1882.

A further evidence of prosperity is noted in our bank clearings which for ten cities aggregated \$2,646,974,767, a gain of 5.2 per cent. over 1902, and to this extent the best ever recorded. In connection with this it must be remembered that the demoralized condition of the stock market must have seriously affected the bank clearings, so that our industrial prosperity is by no means adequately represented even by the bank clearings.

EDITORIAL

To emphasise this it should be noted that the total bank clearings in 92 United States cities aggregated \$108,691,335,283, a decrease of 7.4 per cent. on 1902 and 7.7 per cent. on 1901. This decrease is found to originate in New York the centre of the stock operations, the outside cities marking an increase.

It is most gratifying indeed to find that despite the hard knocks Canadian securities have received during the past year at the hands of American bears we are still in a position to make so favorable a showing.

The inference is flattering to our incustrial and commercial stability.

NEW SOURCE OF CHOCOLATE

N amusing blunder which is hardly credible was perpetrated in an illustrated booklet entitled, "The Story of a Chocolate Chip," and purporting to picture the different stages through which cocoa or cacao passes in its course from the tree to the chocolate chip. The s ries is reproduced in the Progressive Printer as an example of good advertisng. The artist has done the best he knew and the illustrations are decidedly siriking, but for the fact that the artist ras confused the cocoa with the cocoarat and the trees from which his chocolate chips are secured are cocoanut trees. "he Progressive Printer may be pardonet this blunder, and even the artist, t ough he should have known better, but what is to be said of the manufacturer ho displayed such ignorance of the source of his raw material in allowing t is booklet to go out.

Ignorance is bliss but not in adver-

A TRADE UNION ABSURDITY.

FROM St. Leuis came, some little time ago, a story which surely illustrates the climax of trade union absordity. As is well known, the managen ent of the Exposition are paying particular attention to the art features of the Fair. For example, the sum of \$500,000 has been appropriated for the display of the work of American seulp-

The Canadian Grocer

tors, and a great number of artists have contributed under the direction of Mr. Karl Bitter, the chief of the sculpture department. As many of these pieces of statuary are of colossal proportions. they are transported to St. Louis in sections and the work of setting up necessarily requires some considerable skill. It often happens that the pieces are damaged en route and need remoltelling, as do the joints where the sections meet. Surely it is evident that to place this work in the hands of unskilled persons is to run the risk of spoiling the sculptors' work. Enthusiastic young artists have worked in poverty inspired by the hope of achieving fame and distinction by their work and upon the verdict of critics and public depends their immediate future. To spoil their work in setting it up would be an injustice to them. and render useless the vast expenditure of money by the management on these artistic features of the Exhibition.

Now the management of the Exhibition were careful not to wound the feelings of organized labor. The work of setting up this statuary was assigned to the best sculptors of the St. Louis Modellers' and Sculptors' Union No. 245, thereby recognizing the claims of organized labor and at the same time seeking efficiency.

But this action was not in harmony with the principles of organized labor as understood in St. Louis. A union had been recognized, but it was not the right union. The statues are modelled in plaster and forsooth the proper men to set them up are the plain plasterers of St. Louis. The Plasterers' Union notified the Exhibition authorities that this work must be turned over to them, at the same time threatening a general strike of the Exposition workmen unless the demand were complied with. Meanwhile the plain plasterers ceased their work on the buildings.

The dispute was referred to the Director of Public Works and his common sense decision was in favor of the claims of the Sculptors' Union. This finding not being satisfactory to the plasterers was ignored as completely as the similar

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verdict of the Missouri State Board of Arbitration to which the dispute was then referred. This body went into the whole question carefully, listening to the representations of the Plasterers' Union and to the case of the Sculptors' Union as presented by the Exposition authoritics. The finding being adverse to the Plasterers' Union they refused to be bound by it.

In despair Mr. Bitter, the superintendent of sculpture, at last addressed an appeal to the general president of the Operative Plasterers' International Association of the United States and Canada, Mr. J. B. Cavanaugh, of Colorado Springs, Colorado, in which he set forth the case plandy and fairly and appealed to the common sense of this august personage to interfere in his behalf. He waited more than a month for a reply and when received it was a curt notification to the following effect:

DEAR SIR — The following decission was sent to this office by the Ge eral President of the O.P. I. A. That plasterers shall do all pointing, and to notify locals. Loca's referred to are No. 245, which is composed of modellers, No. 242 composed of shop hands, and No. 3 which is composed of plasterers. Said notice has been sent. Trusting that the above decission will end controversy, I remain. W. A. O'KEEFE, Sec'y-Treas.

This is perhaps a fair sample of the curtesy for which employers may look at the hands of some labor leaders.

What has not the union done for the laboring man? Long ago it was claimed that it would give him shorter hours, increased wages, and greater consideration in the eyes of the world. Skilled labor, we were told, would rise in the social scale under the protecting aegis of trade unionism. But not its most ardent and enthusiastic advocates a half century ago would have ventured to prophesy that so soon would unionism have accomplished the hitherto impossible task of democratizing art. Let the pame of J. B. Cavanaugh of Colorado Springs be held in all esteem. By one stroke of his pen, this mighty potentate of unionism has placed the members of that union of plain plasterers on the same plane as the most noted artists of the New World. Adams, Ruckstuhl, Bitter and MacMinnies are now brothers

EDITORIAL

to the distinguished artists of the Plasters' Union No. 3. Many are the triumphs of science and of art which the wondering visitor at St. Louis next Summer will stop to admire. But surely nothing is more worthy of his admiration than the latest triumph of the plain plasterers in plastic art.

THE LATE W. H. LINDSAY.

I T is with feelings of the deepest sorrow that we have this week to record the death of Mr. W. H. Lindsay who was taken off with such terrible suddenness while removing snow from in front of his residence at London on Friday last. Mr. Lindsay had been for some time connected with the staff of the MacLean Trade Newspapers and was held in the highest esteem by all those connected therewith as he was, indeed, by all who knew him.

Mr. Lindsay had a long business career in Milton and his loss will be widely felt. He was a fine example of the gentlemanly type of a business man, a type of man whose loss we feel keenly. A widow and several sons and daughters survive, to whom we extend our heartfelt sympathy in their bereavement.

THE MIGHTY EGG.

• HE egg is still supreme in the produce market and no one has the temerity to predict what is yet to come. l ast year dealers held on to their eggs and found when too late they had made a mistake. Stock which cost 14 was sold as low as 8. Determined as make no such mistake this year stocks were slipped out in a hurry and practically no reserve left for January and February. It is interesting to compare the onotations this week with those of the corresponding week January 1903. Fresh sathered were quoted last year at 18 to 22c. This year strictly fresh gathered a e unobtainable even at 35 to 40c. while selected cold storage are worth 27 to 28c. Last year first-class cold storage were quoted at 17 to 22c., this year ordinary cold storage at 25 to 26c. Last war limed were 16 to 18c., this year pickled 23 to 24c.

Considering the scarcity, and in com-

t arison with last year, when stocks were so heavy, remarked a commission man, eggs are not high, but the consumer can hardly be expected to appreciate this view of the matter. In the meantime eggs are firm with an upward tendency. Cor

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TO FIGHT TRADING STAMPS.

THE Merchants' Association of New York are issuing a circular appealing to the trade to co-operate in a determined attempt to secure the passage by the New York Legislature of a bill to regulate trading stamps in such manner as to abolish ther present harmfu¹ effects.

Canadan merchants will sympathize with the trade in this attempt. The trading stamp evil was but a few years ago such a pernicious influence in business conditions that it was found an easy matter to secure practical unanimity in tle movement to have them abolished, in Ontario particularly. The agitation against the stamps was started by the MacLean Trade Newspapers and the revement to secure legislation against them originated in Brockville. Delegations from all parts of Ontario met in Toronto and interviewed the Government in a body. This, together with a short but powerful lobby, was sufficient to win the almost unanimous support of members of the Legislature, which resulted in the passage of an act which has been so effective that trading stamps are a " thing of the past " in the province. May similar success attend the efforts of the New York Merchants' Association.

APPOINTED AGENTS.

The Greig Mfg. Co., of Montreal, have been appointed selling agents for Eastern Ontario, Quebec and the Maritime Provinces for Batty & Co.'s (London, Eng.) Nabob sauces, relishes and other table and grocery specialties. Batty & Co.'s goods have been so long and favorably known to the Canadian trade that no commendation is necessary. The Greig Mfg. Co. whose salesmen cover the country thoroughly, should meet with success.

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 ad. of Snowdon, Forbes & Co., Montreal, in this week's GROCER should prove interesting to the trade. The premium offered is exceptionally desirable, and going as it does with their brands of "Bee" goods, should prove interesting to purchasers.

The Eby, Blain Co., Limited, are offering a snap in washed figs in 1-lb. baskets at a price that will clear them out with a rush.

T. Kinnear & Co. are wholesale agents for "Ubero" coffee, 1-lb. tins.

McWilliam & Everist, Toronto, have just received a car of "Rose" brand oranges in fine condition. The quality of this particular brand is reported to be unsurpassed by anything on the market.

The Eby, Blain Co., Limited, have a special snap in "Shinola" shoe paste, with a patent polishing outfit free with each dozen.

"Kkovah" egg powder, sold by The Greig Mfg. Co., Montreal, is a good seller now, the high price of eggs making the demand a steady one for this article, which is a perfect egg production, and can be used for every purpose the whole egg can, with the exception of boiling. For baking purposes it is an excellent article.

White & Co. received another car of the famous "Bronco" brand navels this week.

The attention of the trade is directed to the ad. of The Greig Mfg. Co. in this week's GROCER. The season for preparing to stock these goods is now approaching.

T. Kinnear & Co. report arrival of a shipment of "Cherry Grove" molasses, 2lb. tins.

Buyers of prunes should get quotations from H. P. Eckardt & Co.

White & Co., Toronto, have a car of Halifax frozen sea herring, and report these fish very scarce this year.

H. P. Eckardt & Co. are offering special value in a broom to retail at 25c. each.

The "Halifax," "Acadia" and "Bluenose" brands of codfish can be had from The Eby, Blain Co., Limited.

PERSONAL MENTION.

Harry Lederer, representing Wm. Demuth & Co., of New York, a large pipes and

canes house, is calling on the trade in Canada.

Mr. Alexander McL. L. Long succeeds Mr. F. B. Mason in charge of the sample room of T. Kinnear & Co., Front street, Toronto.

Chas. Masters, St. John, N.B., was a visitor to Montreal last week. Mr. Masters represents The Greig Mfg. Co., Montreal, in the Maritime Provinces, and reports successful business for his specialties.

Mr. E. E. Brewster has joined the travelling staff of The Greig Mfg. Co., Montreal. His territory is Eastern Ontario. Mr. Brewster is thoroughly well acquainted with the trade in that district, having for five years covered the ground for Marcotte, Leblane & Cie., Montreal. "Kkovah" jellies. Batty's sauces and other lines, and Terezol Blacking are a few of the specialties he will carry, besides Greig's Extracts, etc.

THE SALMON PACK.

T HE total pack of salmon on the Pacific coast in 1903 is estimated at 3,814,106 cases, which is the largest output for any year in the histery of the business except 1901 and 1902. In 1901 the total pack was 5,040,-961 and in 1902 was 4,259,186 cases. In all of the above figures are included the British Columbia pack. The largest total pack, including British Columbia, for any year prior to 1901 was that of 1899, which amounted to 3,138,040 cases, and the next in size was that of 1897, which was 3,072,731 cases.

The following were the details of the pack this year as compared with that of the previous year:

	1903.	1902.
British Columbia	473,547	625,982
Columbia River	334,811	367,241
Sacramento	8,500	14,043
Puget Sound	480,258	563,307
Alaska total	2,444,994	2,554,423
Outside rivers	71,996	134,190
	3,814,106	4,259,186
Decrease in 1903,	554,920 cases.	

MARITIME FISHERIES.

THIS has not been a good year for our eastern coast fishermen. A

Maritime paper speaks of this important industry as follows:

The fishery business is conducted in J unenburg, on the co-operative plan. It is said that no single man or firm owns at entire vessel in the fleet, which numbers over 300 sail. Some of the schoonets have as many as 25 or 30 owners. Some young fishermen have a share in two or three vessels, besides the one he sails in. Practical fishermen own the majority of shares in these vessels, though the people of the town who stay ashore also own shares in them. The merchants of the town generally have a sixteenth share in twenty or more vessels, so as to have the privilege of fitting them out and handling their fish.

It is stated the Lunenburg, town, fleet of fishermen, numbering 69 vessels, have during the season just ended, made a total catch of 11,784,000 pounds or 9,-921,000 pounds less than last year. La Have, with a fleet of 68 vessels, had a catch of 10,368,000 pounds, a decrease of 8,432,000 pounds from last year. Mahone Bay has 24 vessels, which landed 3,480,000 pounds, being 3,130,000 pounds less than last year. The total catch of this fleet was 25,632,600 pounds. Last year it was 47,715,000 pounds, showing a shortage of almost 50 per cent.

PROPAGATION OF OYSTERS.

Up to recently it has been impossible to propagate oysters artificially, but within the last year Professor Julius Nelsen, biologist for the State Bureau of Shell Fisheries of New Jersey, has succeeded in propagating oyster germs or seed.

If a female oyster be jabbed with a knife in the right way the knife-point will be smeared with a milky-looking substance in which, by the aid of a microscope, can be seen tiny eggs haying the general shape of minute oysters.

If the same proceedings be gone through with for the male, and the two fluids mixed in salt water, fertilization will occur in about ten minutes, and in about an hour the first development of the egg begins. After 24 hours the shells begin to come, and the oysters are in a fair way to grow up. At the first impregnation, although many male sperms adhere to one egg, it is shown by the microscope that if more than one enters the egg a monstrosity results which will not develop.

The greatest difficulty at present is to keep the minute oyster fry from escaping from the sea-water tank in which they are devloped, but this problem is in a fair way to solution, and the day may not be far off when the oysterman can get his ovster seed in the earliest stages of its development, and ready to "set" on the shells planted for them. – Collier's Weekly.

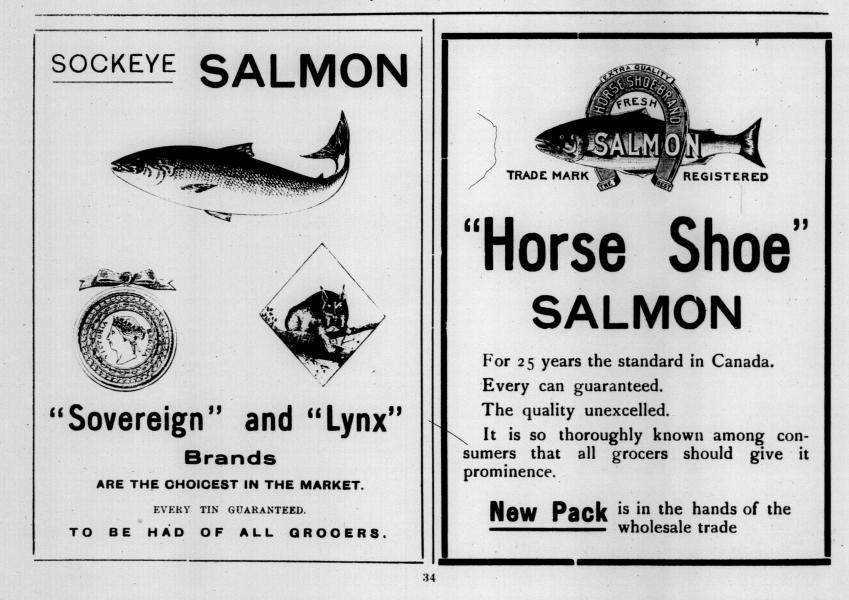
\$500.00 - FIVE HUNDRED DOLLARS.

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

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

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"SALADA," Toronto and Montreal.



ONTARIO MARKETS.

Toronto, Jan. 14, 1903.

Groceries.

THE wholesale trade generally appear to be quite optimistic. Stocktaking intelligence, which is beginning to be available, is of a satisfactory nature. and trade has started in with a rush. Orders are large and generally much better than is usual at this time of the vear. Travellers find the outside merchants in good shape, and money is coming in well. Canned goods continue to be held very firm. Coffee is as strong as ever with, however, little local move ment reported. Jobbers, nevertheless, find it less difficult to get prices on actual transactions. Spices are firm, espe-cially cloves. Molasses is unchanged locally, with Barbadoes scarce. Syrup is moving freely. Rice has firmed up, but little movement is reported. Tapioca is nominal. Teas are meeting a very fair demand, and cable advices report the London market reopened with prices fully maintained. Foreign dried fruits are meeting the usual sorting orders. Currants are up in Patras. Sultanas are firmer, as are also Tarragona almonds. Cured fish are high and meeting a good demand. The sugar market is weaker than last writing. A decline of 1-16c, is recorded in raws, and New Orleans refined has eased off 5c. per cwt. New York has not responded yet. however, and, locally, the only effect has been to check trade, buyers holding off to await developments.

CANNED GOODS.

Canned goods are very firm in all lines. Stocks are in strong hands, and there is a pretty general feeling that higher prices will prevail. Some houses, while not advancing prices for small lots for customers' needs, ask a higher rate for large lots. We quote:

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•																				0	27
**	P. & C. 1	8									3			1				0	35	0	38
**																				0	04
**																			09	0	11
**	Mustard.																	8	00	9	00
Haddies																		3		1	00
innered	herrings	doi	nes	tie										1						i	01
		im	nort		1				•		1			1				i	45	ī	55
Iorringe																				î	10
				i	m	no	rt	ad	í.		1			1				ī		1	5
	" " " Haddies. Xippered	Sportsman Portugese P. & C., 4 Domestic, Mustard, Haddies.	Portugese P. & C., 1s. P. & C., 1s. Domestic, 1s Mustard, 4 si Haddies. Kippered herrings, dor im Herrings in tomato sat	Sportsman Portugese P. & C. 18. P. & C. 28. Domestic, 18. Mustard, 2 size, Haddies.	Sportsman 18. Portugese 8. P. & C., 18. Domestic, 18. Mustard, 1 size, ca Haddies. Kippered herrings, domestic imported Herrings in tomato sauce, d	Sportsman 1s. Portugese 1s. P. & C., 1s. P. & C., 1s. Domestic, 1s. Mustard, 1 size, case Haddies. Kippered herrings, domestic imported. Herrings in tomato sauce, don	Sportsman is Portugese is P. & C., is Domestic, is Mustard, is Mustard, is Sported Haddies. Suppered herrings, domestic imported Herrings in tomato sauce, domestic	Sportsman is Portugese P. & C., is P. & C., is Domestic, is Mustard, isize, cases 50 Haddies. Kippered herrings, domestic imported Herrings in tomato sauce, domest	Portugese Portugese Same P. & C., 1s Domestic, 1s Mustard, 1 size, cases 50 ti Addies. Suppered herrings, domestic imported Herrings in tomato sauce, domestic	Sportsman Portugese P. & C., 1s P. & C., 1s Domestic, 1s Mustard, 2 size, cases 50 tin Addies. Kippered herrings, domestic imported Herrings in tomato sauce, domestic	Sportsman 18. Portugese 18. P. & C., 18. Domestic, 18. Mustard, 1 size, cases 50 tins, Kippered herrings, domestic imported Herrings in tomato sauce, domestic	Sportsman is Portugese P. & C., is P. & C., is Domestic, is Mustard, isze, cases 50 tins, p Haddies. Kippered herrings, domestic imported Herrings in tomato sauce, domestic.	Sportsman 1s. Portugese 1s. P. & C., 1s. Domestic, 1s. Mustard, 2 size, cases 50 tins, pe Haddies. Kippered herrings, domestic mported Herrings in tomato sauce, domestic.	Sportsman Portugese P. & C., is P. & C., is Domestic, is Mustard, isze, cases 50 tins, per Haddies. Kippered herrings, domestic imported. Herrings in tomato sauce, domestic.	Sportsman 1s. Portugese 1s. P. & C., 1s. Domestic, 1s. Mustard, 2 size, cases 50 tins, per 10 Haddies. Sippered herrings, domestic imported Herrings in tomato sauce, domestic.	Sportsman 1s. Portugese 1s. P. & C., 1s. P. & C., 1s. Domestic, 1s. Mustard, 2 size, cases 50 tins, per 100 Haddies. Kippered herrings, domestic imported. Herrings in tomato sauce, domestic.	Sportsman 18. Portugese 18. P. & C., 18. Domestic, 18. Mustard, 1 size, cases 50 tins, per 100. Addies. Kippered herrings, domestic imported Herrings in tomato sauce, domestic.	Sportsman 18. Portugese 18. P. & C., 18. P. & C., 18. Domestic, 18. Mustard, 2 size, cases 50 tins, per 100. Haddies. Suppered herrings, domestic imported Herrings in tomato sauce, domestic.	Sportsman 1s. Portugese 1s. P. & C., 1s. 0 P. & C., 1s. 0 Domestic, 1s. 0 Mustard, 2 size, cases 50 tins, per 100. 8 Kippered herrings, domestic 1 Haddies. 1 Herrings in tomato sauce, domestic 1	38. 38. Sportsman 8. Portugese 8. P. & C. 18. 0.08 P. & C. 18. 0.25 Domestic, 18. 0.03 Mustard, 2 size, cases 50 tins, per 100. 8.00 Haddites.	Sportsman is

SUGAR.

A decidedly easier tone to the raw sugar situation is manifested this week. with a tendency toward lower prices. there being more sellers than buyers at current quotations, and, owing to the apparent desire of Cuban planters to realize on crop in order to obtain funds. next transactions are likely to be made at prices below those prevailing to day. Since last going to press there have been sales of 10,000 bags Cuban for shipment at 2-1-16c. C. & F., which is equal to 3.11c., duty paid, and records a decline of 1-16c. from previous sales. Some San Domingo centrifugals, just ar-rived at New York, are being held for 3.11c., duty paid, without finding buyers. and it now appears as if Cuban sugars could not be placed at over 2c., C. & F., equal to 3.35c., duty paid. Europe is also reported easier, with decided weak ness in France, where large stocks are held. London quotations for beet. >> per cent. test, is now \$5, 14d. basis, f.o.b. Hamburg, for January shipment. being a decline of 3s. ³d. for the week. To-day's quotation is equal to parity of 3.72c., duty paid, for 99 per cent. test. centrifugals, or over [c. above the mar-Further progress is being made in ket. grinding in Cuba, there being, at latest advices, 72 central factories working, an increase of 28 for the week. Stocks in the island were reduced 11,000 tons dur ing the week, or, say, to 91,000 tons. compared with 63.210 tons in the corres ponding week of last year. Receipts at U. S. Atlantic ports for the January 6 were 27473 tons, with melt ings reduced to 20,000 tons, being 9,000 tons less than previous week. Total stock in all hands was 71,308 tons, an increase of 7,173 tons for the week, and a reduction, as compared with same week last year, of 60,952 tons. Of this, 59,147 tons are held by refiners, or, say, barely three weeks' supply. Combined stocks of Europe and America at latest uneven dates were 3,305,308 tons, against 3,131. 068 tons for same period last year, the increase being 171,240 tons. The weak ness in raws has made its influence felt on the refined situation in the United States, with buyers disposed to hold off and refiners willing to give guaranty on all delayed shipments. New Orleans de clined 5c. per 100 pounds, but, up to time of going to press, New York quotations remain unchanged and no concessions are being given. In view of the weakness across the line local buyers are disposed to hold off, and the movement of sugar is very light. However, prices are firmly held by refiners, and there is

apparently no disposition to shade quotations. Purchases are only for actualrequirements. We quote:

Paris lumps, in 50-1b. boxes.	4 73
" in 100-1b. "	4 63
St. Lawrence granulated	4 08
Redpath's granulated	4 08
Acadia granulated	
Berlin granulated	3 98
Standard granulated (Wallaceburg),	3 98
Crystal granulated (Wallaceburg), 1902	
Imperial " (Dresden)	
Granulated (Dresden), 1902	3 83
Phoenix	
Bright coffee	3 33
Bright yellow	3 78
No. 3 yellow.	
No. 2 "	
Ne. 1 "	
No. 1 " (Wallaceburg)	
No. 1 " (Berlin)	
Granulated and yellow, 100-lb. bags, 5c. less than	bbls.

COFFEES.

The New York marker has shown a steadily strong and advancing tendency, with the exception of a slight reactionary movement on Tuesday. No. 7 Rios are quoted Sc., cost and freight. New York, which is 3c, advance on lowest price in later July and early August. Santos show even ½c, further divergence between last Summer and present prices. The effect is seen in all the mild grades as well, which are firmly held. There is little active movement locally, but some trading is reported on the higher basis. We quote :"

		Per lb.
Green Rios.	No. 7	. 0 081
** **	No. 6	0 08
	No. 5	0 09
	No.4	
	No. 3 0	101 0 111
Mocha		21 0 25
	0	
	Ceylon 0	
	0	
		16 0 23

SPICES.

There is a firm market all round for these lines. Cloves have advanced in all markets. There is no buying locally, however, by jobbers for cloves, but a fair movement in other lines. Peppers are free. The retail demand is normal. We quote :

	Per lb.		Per ib.
white	0 23 0 27	Cloves, whole Cream of tartar Allspice	0 25 0 30

SYRUPS AND MOLASSES.

No change is reported on this market in these lines, although Barbadoes is quoted easier in Montreal, and a general molasses war is threatened in the Maritime Provinces. Genuine Barbadoes here is very scarce and commands a highprice. Syrups are reported in very good demand. We quote :

Syrups Dark														
Mediu	n										0	30		32
Bright											0	35	0	
Corn st	rup, bbl.,	Det	- 11.										0	024
	1 bbl	B.,							 	- *				024
	kegs		**						 		•			03
	3 gal	nai	ils, e	ach										30
	2 gal													90
	2-16.		(in	2 do	2 14	asel	net	r 03						90
	5-1b.		(in	1	4.6)	1			2.	22.			35
**	10-1b.	**	(in		**)		**						25
**	20-1b.	**	(in			1		**			-		2	10
Molass	es -													~
New O	rleans, m	ediu	m									23		30
		- 4	11	Ils.					* * *		9	25		32
		L.		e							0	45	0	50

The Canadian Grocer

Barbadoes	0	471	0	50
Porto Rico	U	38	0	42
Maple syrup-				
Imperial ats				271
1-gal. cans	0	95		00
5-gal. cans, per gal				00
Barrels, per gal			0	
5-gal. Imp. brand, per can			4	
1-gal. " per case			5	
1-gal. " " "			5	
Qts. " "	• •		6	00

RICE AND TAPIOCA.

The war scare has stiffened prices for rice, and, 'as aiready stated, no highgrade Japan is here available. Tapioca is dull and easy. We quote :

TEAS.

Demand for tea is good in all lines of Indian and Ceylon. Sellers' in New York are firmer, but there is no quotable change. London and Ceylon cables report large sales in Colombo but no concession in prices. The London market opened after the holiday with prices fully maintained. We quote:

Congou-half-chests, Kaisow, Moning, Paking 0 1	2 0 60
caddies, Paking, Kaisow 0.1	9 0 50
Ludium Daviaolinge 0.3	5 0 55
Indian — Darjeelings	0 0 40
Pekoe Souchongs	9 0 25
Ceylon-Broken Pekoes	6 0 42
Pekoes 0 2	
Pekoe Souchong	0 35
China Greens-Gunpowder, cases, extra first 0 4	2 0 50
half-chests, ordinary firsts 0 2	0 28
Young Hyson, (ases, sifted, extra firsts 0 4	
cases, small leaf, firsts 0 3	
half-chests, ordinary firsts 0 2	
" seconds	0 23
· · · · · · · · · · · · · · · · · · ·	
common	
Pingsueys - Young Hyson, 1-chests, firsts 0.22	
Fingsueys - 1 oung Hyson, 2-chests, instanting of the seconds 0 18	
half-boxes, firsts 0 2	
Japan-1 chests, finests May pickings 0 3	
Choice	
0.3	0 0 32
Fine02	7 0 30
Good medium	5 0 28
Medium 0 2	
Good common	
Common	
Common	

Foreign Dried Fruits.

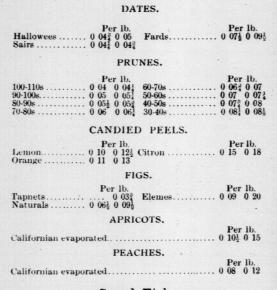
Cable advices received early this week from Mr. Dem Schisas, Patras, report a further advice of 9d, in currants, with a higher tendency. Good quality, rain damaged Sultanas, on offer at Smyrna for the last couple of weeks, have now been sold, and no further supplies of this grade are now to be hgd. Some poorer quality rain damaged fruit is offered at an advance of 3d, per cwt. The demand for fine quality Sultanas is almost entirely wanting on this market, but the demand is good from the great consuming countries, and prices in Smyrna have been gradually advancing under heavy buying. Best grades shelled walnuts are reported nearly exhausted in France, and only a limited quantity are offering at advancing prices. Tarragona almonds, cable advices report, are very firm in primal markets, and further advance is noted. The high price of apricots is creating a bigger demand for other lines. We quote :

CURRANTS.

RAISINS.

						Per		
Valencia, fin	e off-sta	alk		 	0	061	0	07
·· . sel	lected.			 	0	07	0	09
" sel	lected la	ayers		 	0	08	0	09
Sultana				 	0	061	0) 1
Californian a	seeded.	12-oz		 	0	081	0	09
===	" 1	-1b. boxes		 	0	101	0	11
· · · u	nseeded	1, 2-crown		 			0	07
**		3-crowi	1	 	0	08	0	08
	"	4-crown	1	 	0	09	0	10

THE MARKETS



Cured Fish.

This has been a bad season, especially for lake herring and white fish. Stocks were exhausted early, and it has been impossible to get more. Labrador stock has taken the place of these largely along with cod. Both have been very high in consequence of the small catch on Atlantic shore. We quote:

Herring, No. 1, Labrador, in bbls	6	25	6 50
	3	25	2 50
" split shore, 4-bbls			
Large dried cod in quintals	6	06	6 50
Skinned cod, in 100-lb, cases	5	50	6 00
Cod steak, 1-lb, blocks,			0 061
Boneless fish, 1-lb. blocks			0 051
" " 25-lb. boxes. per lb			0 04
Scaled herring, per box	0	16	0.18

Country Produce.

EGGS.

The egg market is firmer than ever and prices have been stiffening up, with further advances anticipated. The demand keeps up despite the price, and there appears no prospect of anything but considerably dearer eggs. We quote :

Eggs.	strictly new laid, per doz	0 35	0 40	
11	selected, per doz	0 27	0 28	
	cold storage per doz		0 26	
	pickled, per doz	0 23	0 24	

WHITE BEANS.

Beans are easier this week, with large supply offering. Our quotations are :

HONEY

The demand for honey is lighter than usual at this season of the year. Stocks are heavy through the country, which is perhaps accounted for by the fact that farmers held on to stocks last Autumn, refusing prices which they are now glad to get. We quote :

DRIED APPLES.

The export demand for dried apples has dropped off, and even at the low prices quoted there is no demand. Evaporated are slow. We quote:

POULTRY.

There is little to report in poultry this week. The market is dull and featureless except for a good inquiry for young chickens. The stocks put in cold storage during the holidays, however, are not large, and better conditions are expected soon. We quote:

Chickens, Old hens	live										0	08	
Ducks		**								08		09	
Turkeys									Õ	11	ŏ		
hickens,	dress	ed, per	lb	 	 	 	 	 	ŏ	10	õ	ĩĩ	
old hens,			•	 	 	 	 	 	õ	05	Õ	06	
urkeys,	**			 	 	 	 	 	0	13	0	14	
leese,	**			 	 	 	 	 	0	09	0	10	
Ducks	**		•	 	 	 	 	 	0	09	0	11	

Fish.

The fish trade is brisk this week. The supply of sea herring is not very good as yet. Oysters are scarce on account of the freeze-up, and have advanced in price. We quote:

41

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb.		0 06
Mackerel, frozen, per 1b		0 10
Haddock, per lb		0 06
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes "	0 041	0 05
Fresh-water herring, frozen, per lb		0 041
Sea herring, per 100.		2 25
Finnan haddies, per lb		0 08
Bloaters, per box		1 25
Oysters, standard, per small pail		4 35
Oysters, standard, per small pail		5 15
the second second		1 45

Green Fruits.

The fruit market is picking up considerably this week, and freight shipments are beginning to move again. Florida oranges are almost cleaned up, although a few fresh arrivals are reported, for which there is a good sale. Stocks of Almeria grapes are extraordinarily light considering that 100,000 extra barrels were imported by North America during the last year. The lemon market is easier on account of an oversupply. Seville bitter oranges are on the market for the first time this week. Florida pineapples are scarce and firmer than last week. Tangerines are easier. Our quotations are:

Florida oranges, per Lox	3 00	3 50
Florida tangarines, in straps		
		2 50
". " - in §-straps		3 30
Japan " per bundle (2 boxes)		1 25
California navels, per box	3 00	3:0
Mexican oranges, "	2 25	2 40
Seville oranges, bitter, chests		5 75
Messina lemons, new, per box		
Valencia oranges, 714 case		
" " 420 case		
Dahama mult nen han	= 05	
Bahama grape fruit, per box		
Florida pineapples, per crate	4 75	5 5C
Bananas, large bunches		
" small bunches		
Apples, per bbl		
Almeria grapes, per keg		
Aimeria grapes, per keg		0.0
Florida tomatoes, per crate		4 50
Tomatoes, green house, per lb		0 25
Cranberries, Jersey, per bbl		8 00
" Budd's longkeepers		
Limes, per case		1 20

Vegetables.

The demand for vegetables is increasing, with nearly every variety hard to obtain. Cabbages and parsnips are scarce, also beets and onions. Provision merchants say potatoes are particularly scarce. Pumpkins are out of the market. and squash is nearly done for. Local celery is getting cleaned up, and the demand for California grown at quotation prices is good. Our quotations are :

Cabbage, per doz "red, per doz Potates per bag	0 40	0 75
Det 100, per 002	0 40	
· otheolog, per oug	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl		5 00
Onions, per basket		0 40
Oniona nor hag	: :::	
Onions, per bag	1 40	1 60
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Bunch lettuce, per doz, hunches	0 30	0 40
Radishes, per doz. bunches		0 50
Mushrooms por th	à :::	
Mushrooms, per lb.	0 00	0 75
Mint, per doz bunches		0 20
Mint, per doz bunches Parsley, "		0 20
Samo non don		0 40
Sage, per doz		0 10
Savoury, per doz		0 10

Beets, per bush			0 50
Carrots, per bag	0	50	0 60
Demaning nor had	Ui	00	0 00
Artichokes, per bush			0 75
Vegetable marrows, per doz	0	40	0 15
Butter squash, per doz	0	75	1 25
Hubbard squash, per doz	0	75	1 50
Yellow turnips, per bag			0 35
White turnips, per bag			0 50
Ovster plants, per doz	0	20	0 30
Leeks, per doz	÷.	-	0 30
Celery, per doz	Ô.	25	0 60
California celery, large case	~		5 00
California celery, large case			2 75
sinali case	•••	•••	

Seeds.

The seed market is active, and last week's prices continue unchanged. Our quotations are:

" flail threshe	d	 1 15

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is more settled than last week. Manitoba wheat remains unchanged, while Ontario wheat is firmer. Red wheat is 1½c. and white wheat 1c. higher respectively. Oats have advanced 1½c. Our quotations are :

Manitoba v	wheat	" No	. 2 "	**	0 89	0 90
Red, per	bushel.	on track	Toronto		0 83	0 83
White					0 83	0 83
Barley					0 44	0 48
			**		0 334	0 34
Oats					0 65	0 66
Peas						0 47
Buckwhea Rye, per b	ushel, "		•• .		0 56	0 57

FLOUR.

Flour continues firmer this week with demand good. Hungarian patents have advanced 15c. and Manitoba bakers' 15c. We quote:

Ontario natents per	bbi	3	95	4 15	
Hungarian patents	**	4	99	4 0.7	
Manitoba bakers'	**	4	20	4 30	
Straight roller,	**	3	00	2 10	

BREAKFAST FOODS.

The market in breakfast foods is brisk this week, with increased demand. Oatmeal has advanced 45c., rolled oats, in bags, 60c.; in wood, 45c., and in broken lots, 40c. Cornmeal is 50c. easier, and pot barley, in bags and in wood, 25c. easier respectively. Our quotations are:

track, per bbl.		ulated, carlots		 	4 70
colled oats, stand	ard, carlots.	per bbl., in ba	ZS	 	4 10
		" in wo	od	 	4 30
	**	for broken	lots	 	4 40
colled wheat, per				••	2 50 3 50
plit peas.				 	4 75
ot barley in bag	s			 •••	3 75
" in woo	xd bd			 	4 00
wiss food, per ca	se			 	2 88

Hides, Skins and Wool.

The market continues quiet this week, with last week's prices unchanged. Our quotations are:

HIDES.			
" 1 " steers, per lb			0 074 0 063 0 08 0 07 0 083
CALFSKINS.			
Veal skins, No. 1, 6 to 14 10. """ 1 15 to 20 lb Deacons (dairies), each WOOL.	:	0 60	
Unwashed wool, per lb Fleece wool, Pulled wools, super, per lb extra Tallow, per lb		0 09 0 16 0 17 0 20 0 041	0 16 0 17 0 19 0 21 0 04

QUEBEC MARKETS.

Montreal, Jan. 14, 1904. Groceries.

BUSINESS reports are on the whole good when the season is taken into account. Orders are if anything more plentiful than same period last year. Collections are generally fairly good, paper maturing being well met on the 4th.

The sugar market is in a quiet state, and the foreign beet reports of a lowering tone and it may not be long before local prices will decline. That is the feeling in some quarters. There is a better feeling in tea circles though this has been only made apparent towards close of the week. China greens, Ping Suey Young Hysons, Ping Suey Gunpowders have received attention both locally and from western points. Japan teas have been traded in during the week and a better tone prevails. No change in China blacks. Little business has been done with London on account of the holidays, and active trading has not been resumed. China greens are receiving some attention. Molasses is reported declined 2c. per gallon for Barbadoes. This is due to the receipt of encouraging crop prospects from the island; 40c. for puncheons for new Barbadoes is the ruling price. It is stated on good authority that there are still one or two lots of old Barbadoes on this market and these are selling at 35 to 37c. Stocks of new are light. Syrups in fair demand.

Coffees are strong and prices generally looking up. The advance since last Summer is fully 3 to 31-2c. per lb. in the lower and medium grades. The tendency for higher prices seems to be statistically well backed up. Spices, too, are very bullish, and a stiff market prevails both in New York and locally. Canned goods situation unchanged with the exception that corn is held at \$1.10 by the trade though a few holders ask \$1.05. Salmon commencing to go out more freely and the consumption increasing. Trade in green fruits quiet. Florida oranges are selling freely. Foreign dried fruits dull among the brokers as is to be expected now. Jobbers report fair trade. The low price of dates, 31-2 to 4c. has created a good demand from retailers, many or whom are selling at 5c. per lb., an unusually low price. and one tending to increase the consumption. Nuts are quiet. Peanuts advanced during the week 1-2c. per lb. In rice the Mount Royal Milling and Mfg. Co., Limited, have advised the trade of withdrawal of all their grades of Japans. Higher prices evidently are in the air. Tapioca unchanged with quiet business. Fish business is in good shape and all grades selling well. Vegetables about as last reported, the cold weather had kept back arrivals of potatoes somewhat.

The situation in the egg market is unchanged. Stocks are being rapidly diminished and new supplies are small. Dealers throughout the country are demanding high prices for their stock and

local quotations have stiffened a littlesince last week. The bean market is now quiet and featureless. The hop market is now attracting some attention owing to the firm feeling in foreign countries. Local prices have been again advanced during the week. The flour market is also of interest this week. Rumors of war in the Far East have stiffened the wheat market and prices of flour are very firm although there are no important actual advances to note. As the market is very firm it would be no supprise if advances are made by the time this appears in print.

SUGAR

The trade report only a fair demand this week. The recent advance of 5c. per ewt. apparently did not stimulate buying. Foreign beet markets are weak and it would not be surprising to learn of a decline shortly.

Granulated, bags and bbls	00
"]-bbls 4	15
" hags 3	0.
	55
	65
	40
" " 25.1h haves	60
	70
50 lb hoves	20 .
	40
boundo lumps, loxes and bols 4	45
" 1-boxes and 1-bbls	55
Phoenix	90
Cream	75
Bright coffee 3	75
vellow	75
No. 3 yellow	65
No. 2	45
No. 1 bags and bbls	35
Raw Trinidad	10
Trinidad crystals 2 15 2	120

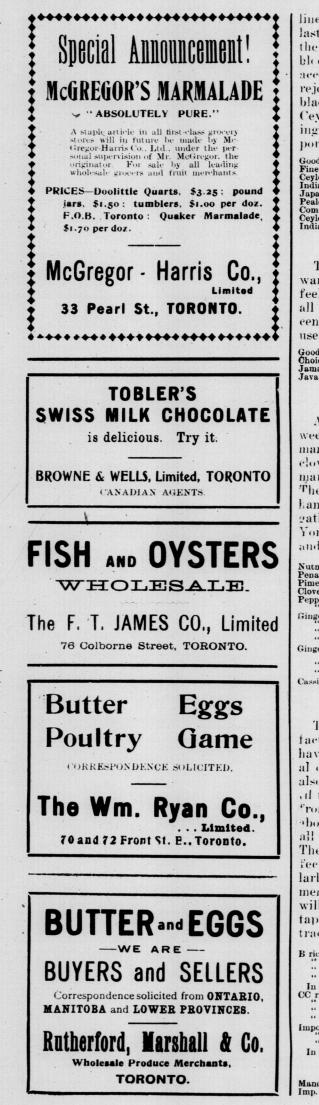
SVRUPS ANDMOLASSES.

Business in syrups in the past week is reported as farily good. Prices in Barbadoes molasses generally have been reduced to 40c. in puncheons in carload lots of 20 puncheons and over, open prices are the rule. This easing up in prices of Barbadoes is apparently due to the reports of the crop prospects that have come to hand. It is authoritatively stated that there are one or two old lots of Barbadoes on this market and these are being offered at very much lower prices.

Barbadoes, in puncheons, old	0 37
" new	
" in homela	0 10
in barrels 04	0 42
in nair-oarreis 0 4	B 0 45h
New Orleans 0 2	2 0 35
Antigua	0 37
Porto Rico 0 4	
Corn syrups, bbls	0 029
" 1-hhls	22 0 03
" -bbls	0 03
" 384-lb. pai's	1 30
" 25-lb, pails	0.90
Phla non 100 lb	. 0.50
Bbls., per 100 lb	
j-bbls. "	2 75
Kegs "	
Cases, 2-lb. tins, 2 doz. per case	
" 5-lb. " 1 doz. "	2 35
" 10-lb " 1 doz. "	. 2 33
	. 2 25
" 20-1b. " doz. "	2 10

TEAS.

As usual at this time of the year and as indicated in our report during the past few weeks, the tea trade is dull. During the last few days there has been, however, quite a brisk enquiry for China greens, Ping Suey Young Hyson, Ping Suey Gunpowders, both locally and from western points. There has been also some enquiry for these teas for future deliveries (February and March), and under the circumstances an improved market is looked for. Pea leaf teas are also enouired after. Stocks are getting light. Japan teas are in some quarters being taken off the market. Several The Canadian Grocer



THE MARKETS

lines of Japan teas have been sold since last week and there is a healthier tone to the market. There have been some large blocks of Oolong purchased for London account. These are the balance of the rejected teas of New York. Ceylon blacks in low grades are enquired for. Ceylon greens are also a little interesting. China blacks, no changes to report locally. We quote:

Good to medium Japans	0 175	0 20
Fine to choice Japans		0 26
Ceylon greens		0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunnowder	0 211	0 23
Common "	0 125	0 15
Cevlon blacks		0 18
Indian "	0 114	0 20

COFFEE.

The coffee market still shows an upward tendency and a decidedly strong feeling prevails in the trade. Prices in all grades have advanced fully 3 to 3 1-2 cents per pound on the lower and more used varieties. We quote:

Good cucutas		 	 				 							. 0	10	1	0	10
Choice " Jamaica coff		 												0	11	1	0	12
Jamaica coff	ee.							•						0	09	-	ŏ	11
Java		 	 											õ	17	1	Õ	22

SPICES.

A very much more active market this week. New York advices report the demand broad and urgent, particularly in cloves and pepper. The strength of the market is based on the small supplies. The principal supplies in grinders' hands is small. From all appearances gathered from one of the largest New York brokers there is going to be a stiff and rising market. We quote:

Nutme	zs. per	lb., as to size () 40	0 60
Penang	mace	, per lb., as to quality) 70	1 00
			0 18	0 20
Cloves .) 20	0 25
Pepper.	groun	d, black (according to grade) () 18	0 24
- 1.		white	0 27	0 29
Ginger,	whole	Cochin) 17	0.19
7.	"	Japan) 13	0 14
**	**	Jamaica) 12	0 18
"	**	African	0 12	0 13
Ginger.	groun	d Japan		0 15
	• ••	Cochin	0 19	0 20
**	**	Jamaica) 18	0 20
"		African) 13	0 14
Cassin				0 16

RICE AND TAPIOCA.

The Mount Royal Milling and Manufacturing Co. under date of the 2nd inst. have advised the trade of the withdrawal of all their grades of Japan rice, and also that they would be out of stock unal the arrival of the first new crop grain "ron Japan, which they say will be bout the end of next month. Patnas of all grades are still being offered by them The Eastern situation has had some effect, stimulating trade in rice, particularl Japans, and should hostilities commerce between Japan and Russia, rice will no doubt advance materially. In tapioca no changes are reported and trade is quiet. We quote:

B rice, in bags	3 40
" I-bags	3 40
" I-bags	
" pockets	
In 10-1b bag lots an allowance of 10c. is made.	0.00
	3 30
CC rice, in bags	
" bags	3 30
" -bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 621
" " in ½-bags	4 75
" " in 1-bags	
In the open territory prices are about 10c. less	
In the open certifiery prices are about ive. Tess	
"MOUNT ROYAL' FANCY RICES.	
MOUNT ROYAL. FANCY RICES.	
Mandarin Patna 4 25 Japan Glace	4 50
Imp. Glace Patna 4 50 Crystal Japan	4 75
mp. orace racha 4 50 Crystal Japan	1 13
90	
38 .	

Polished Patna		
Indian Bright		
Java Caroline		
Lustre		
Snow Japan		
Japan Ice Drips		
l'apioca, medium pea	rl	
Imported Italian		
Fancy Head Carolina		 0 10

Dates,

Aprico Peacho Pears

> 30-408 40-508 50-608 60-708 70-808 80-908 90-100 Orego

> Orego

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NUTS

Trade is on the quiet side. The recent advance in Grenobles slightly stimalated business in this line, also the rise in shelled walnuts has had a good effect in sales. Peanuts have shown a very strong market in spite of the very large crop that was harvested and dealers have been unable to fill demands. Another advance of 1-2c. per lb. is reported this week. We quote:

Grenoble waln	uts	 	 	0 1
Marbots		 		09
Tarragona alm	nonds			0 11
Filberts			 0.071	0 07
Brazils		 	 	0 19
Pecans		 	 0 10	6 19
Peanuts		 	 0 063	0 10

CANNED GOODS.

A very quiet market in canned goods and no changes to report, with the exception that corn is being held at \$1.10 by the majority of the jobbing trade. Salmon is receiving a little more attention, and the approaching Lenten season will no doubt still further tend to firm up prices as stocks are very light. We quote:

																10
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														0	871	1
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ed.														ĩ	40	1
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Foreign Dried Fruits.

There is nothing of any importance to report as regards the condition of the dried fruits trade. Brokers are without news while jobbers say that there is a fair demand for all kinds of fruit. Dates are selling from 31-2 to 4c, and as a large number of the retailers are selling them at 5c, per lb, the larger consumption has stimulated business. We quote:

CURRANTS.

" in 1-lb. cartons	0 061	0 0
	o oot	0 0
SULTANA RAISINS.		00

THE MARKETS

VALENCIA RAISINS,

•	34
New, finest off-stalk, per lb 0 06-0 ()6
Selected, per lb. 0 071 0 0	17
Layers "	36
FIGS.	
FIGS.	
Comadres, per tapnet 1 00 1 1	10
Elemes, per box, new	90
DATES.	
DATES.	
Dates, Hallowees, per lb	04
CALIFORNIAN EVAPORATED FRUITS.	
CALIFORNIAN EVAPORATED FROMS.	
Apricots, per lb 0	12
Apricots, per lo	09
Pears " 0	12
I Curo	
MALAGA RAISINS.	
175 1	90
London Layers	00
"Connoisseur Clusters " 1-hoxes	00
Royal Buckingham Clusters," 1-boxes	25
	25
	-
CALIFORNIAN RAISINS.	
0.071.0	04
Loose muscatels, per lb 0 071 0 seeded, in 1-lb. packages 0	10
" seeded, in 1-lb. packages 0 " in 12-oz. packages 0	08
III 12-02. packages	
PRUNES.	
	i
Per lb. Per 0	100
50-60s	
60-70s0 70-80s0	
70-808	05
80-90s0	
90-100s	
oregon Franco (Francisco	02

					Pe	rlb. Per
30-40s						0
40-508						0
50-608				·····		0
60-70s						0
70-80s						0
80-90s						0
90-100s						
Oregon P	runes (Italian s	tyle) 40	-5US		0
- "			0	0-60s		0
Oregon p	runes (French s	tyle), b	0-70s		

Green Fruits.

There is not very much to report this week in the situation of the green fruit market. Trade is very quiet, although Florida oranges are selling quite freely. Now that Canadian celery is out of the market there is a much better demand for California celery. In all other lines a very stagnant trade obtains. We quote:

Cranberries	9 00 10 50
Cocoanuts, per bag of 100	2 00 3 25
Pineapples, 24 to case	5 00
Bananas	3 50 4 00
Valencias oranges 714's	4 50
Sweet potatoes. per bbl Spanish onions, cases.	2 25
New Messina lemons 300's	2 50
Florida oranges, per box California navels	3 25 3 50
Florida tomatoes, per crate California celery	

Fish.

Now that the holidays are over and the weather being seasonable, fresh fish is in good demand. The first lots of Newfoundland frozen herrings arrived during the last week and are selling at from \$2.15 to \$2.25 per 100 fish. fish are large and bright and meeting with ready sale even at these high prices. Tommycods have been very scarce and from present outlook the impression among the trade is that prices will not depreciate. Prices on these have advanced this week to \$2.25 per barrel. Fresh haddock and codfish are now arriving very freely and the demand for same increasing, in fact the demand is more than equal to the supply. In boneless fish trade is good as usual at this season of the year. Stocks, however, are light. Same will apply to skinless cod. Bulk oysters are always in steady demand and the trade for shelled oysters has fallen off. Consequently, prices on the latter are considerably lower as

will be noticed by reference to our mar-ket quotations. Salt herrings in good demand and supplies are coming forward a little more freely. Stock is nice and bright. We quote:

and bright. We quote.		
Frozen herring, large, per 100 fish	1 70	1 80
Rioaters Varmouth	1 10	1 00
Bloaters, Yarmouth		0 06
Smoked herring, per box		0 15
Fresh haddock, per lb.	0 023	0 04
Fresh haddock, per 10.	0 034	0 061
Dore, per lb., frozen		
Pike, " round		0 04
Halibut, frozen, per lb.	0 083	0 09
Gaspe salmon, frozen, per lb Frozen B.C. salmon, per lb		0 14
Frozen B.C. salmon, per 1b	0 081	
Smelts		0 07
Steak cod		0 04
Fresh cod, market No. 1 Herring, Labrador, per bbl	0 03	0 03
No. 1 Herring, Labrador, per bbl	5 50	5 75
" half bbl	2 15	3 (0)
No. 1 Holland herring, per half bbl. No. 1 Scotch herring, ""per keg		6 50
No. 1 Scotch herring. " "		6 50
" " per keg		0 95
Holland herring per keg	0 65	0 75
Holland herring, per keg. No. 1 green codfish, new, per 200 lb.		6 50
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb		
Green pollock, bbls. 200		
Green pomock, ools. 200		0 61
Salt eels, bbls. 200 lb		0 03
Mackerel, per 10		0 12
Boneless cod, 1 and 2-10. blocks, per 10		0 00
Mackerel, per lb. Boneless cod, 1 and 2-lb. blocks, per lb. "fish," loose, in 25 lb. boxes.		0 00
100se, in 25 lb. boxes		0 04
Boneless fish, in crates, 12 5-16. boxes		0 05
Boneless fish, in crates, 12 5-lb. boxes Skinless cod, cases 100 lb. Dried codfish, new, per 100-lb. bundles		4 75
Dried codfish, new, per 100-1b. bundles		5 00
B. C. salmon, per bbl		13 50
B. C. salmon, per bbl B. C. Salmon, ½-bbl		7 25
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz Canadian ½ sardines, per 100		0 90
Canadian 1 sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove ovsters. No. 2 size, per doz		2 25
Shell ovsters, No. 1 Malpecques.	6 00	8 00
Shell oysters, No. 1 Malpecques	3 00	4 00
Standard bulk oysters, per gal		1 40
Selects		1 60
Selects	0 063	0 07
Qualla salmon, frozen, cases	0 07	0 07
ignana saturon, mozen, cases	0.00	0 01

Vegetables.

Business during the past week showed prices firm, as the cold weather prevented arrivals of any quantity of potatoes. Jobbers had the field to themselves. Within the week, however, a number of carloads have been received and mixed cars offered at 60c. per bag of 90 lb. Car of Early Rose sold at 65c. Turnips, quiet, Quebec swedes \$10 to \$12 per ton. and 65c. per bag of 90 lb. Parsnips \$2 to \$2.50 per bbl. Carrots \$8 per ton. Onions, steady, Canadian red at \$2.75 to \$3.25; yellow \$2.25 to \$2.50.

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

Country Produce.

EGGS.

There is nothing new in the situation. Stocks on hand are almost depleted and new supplies are coming in very slowly. In consequence prices are very firm and. if anything ,are higher than at the time of last week's quotations. We quote as follows: Selected, fresh stock, 28c.: market stock, 24c.: pickled eggs, 23c.

BEANS.

The market for beans is now very quiet and there is nothing of interest to note. Prices are being well maintained and it seems that they have found their level. We quote:

No. 1 hand-picked, carlots		1	7
Choice prime, per bushel	1 55	11	ô
carlots	1 45	1	5
Ordinary (off grade), per bush	1 35	1	4

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HOPS.

The Canadian Grocer

Advices from foreign markets show that prices are still tending upward. In New York, it is estimated that the 1903 crop left in growers' hands is not over 12,000 bales so heavy has been the buying. There has been active buying in New York State and as high as 30c. has again been paid for choice. A sale of a choice lot of 257 bales is reported at 31c. Brewers are showing much inter-est in the situation in the United States and heavy sales are reported in all parts of the Republic. The German market is also showing some very sharp advances. In sympathy with the upward tendency of foreign markets, local prices are stiffening. Choice Eastern Townships and Prince Edward County hops are now quoted at 32 to 33e: hops, fair to good, 26 to 30e.

HONEY.

The market continues dull and uninteresting. Prices remain unchanged as follows:

Strained, white	 										-		0	09	0	10	
Clover and basswood																081	
Buckwheat																	
Comb honey				28	22								0	13	. ()	134	

MAPLE PRODUCTS.

There is very little activity at present and there are no price changes to note. We quote as follows:

Maple syrup, in wood, per lb.	0	051	0	06	
Maple syrup, in large tins	0	70	0	75	
Pure sugar, per lb					
Pure Beauce sugar, per lb.	0	08	0	09	

EVAPORATED APPLES.

Since last issue there has been a stiffening in price. Reports from the largest shippers indicate that they have exhausted their stock, and as the export demand is brisk prices have been advanced. One evaporator made a sale this week of 20,000 boxes at prices only a shade lower than the advanced prices being quoted to the trade this week for the first time. We quote the following increased priced : New, in carlots..... New, in jobbing lots.

Flour and Feed.

FLOUR.

As noted last week, the tone of the market is very firm. One or two slight advances will be noted in prices quoted and others are expected very soon, the rumors of war in the Far East having strengthened the wheat market. For the season of the year, a fair volume of business continues to be done. We quote:

lanitoba spring wheat	D	at	e	nt	ts					 			4	60	4	90	
" strong bakers								 	2.				4	30	4	60	
Vinter wheat patents.							1	 				 	4	25	4	35	
traight rollers													3	90	4	00	
xtra													3	35	3	50	
traight rollers, bags.												 	1	85	1	90	
Extra, in bags													1	65	1	70	

FEED.

The market is quiet, the only feature of interest being an improved demand for bran. There is very little business in shorts. We quote:

Ontario br	an, in bu	ılk	 	÷		 		.16	50	17	00 00	
Manitoba	horts bran, in	bags.	 			 				17	00	
Monillie	shorts		 		• • • •	 	· · · ·	.15	2.7	13	00.00	

The Canadian Grocer

ROLLED OATS.

The market continues very firm, but our information from the jobbers is that no actual advance has been made in their prices. There can, however, be little doubt that an advance is coming as the manufacturers are stiffening their prices. A leading broker is authority for the statement that orders could not now be filled from new stock at present prices. We quote:

Rolled oats, in bbls... in bags.. BARLEY.

Prices as previously quoted are unchanged. There is no very special activity, and the market is without any features of special interest. We quote: Pot barley Fearl

Baled Hay.

The market continues very quiet, the chief business being for local account. Prices are easier. We quote:

No.	timothy.											9	50	10	00
No.	2 timothy.	choice		 	1									8	50
No	2 timothy.	ordinary.		 								8	00	8	25
Clov	er, and clo	ver mixed	L									7	00	7	50

Ashes.

The demand is good and prices have been slightly advanced. Supplies are light. There are no pearls on the market and prices for same are purely The export demand is said nominal. to be good. We quote: First pots, per cwt Seconds Pearls, per 100 lb

Hides.

There is no change in the situation since our last report. Receipts from the country are lighter than before the holiday season and the market is generally reported quiet. We quote:

No. 2 007 No. 3 006 Lambskins 006 No. 1 calfskins. 006	No. 1 beef hide	S.							 						0	68
Lambskins	No. 2									 			 		0	07
Lambskins	No. 3													. 1	0	06
No. 1 calfskins	Lambskins												 			
	No. 1 calfskins.															

MANITOBA MARKETS.

Winnipeg, Jan. 9, 1904.

TRADE is beginning to assume its normal tone. This week grocery travellers are again on the road and orders are coming, although, of course, there is no rush, and trade will undoubtedly be quiet for the next few weeks. Prices are very steady, there having been very few changes made since the year beggn.

Flour

One of the few lines to show a change of price is flour, which has been advanced 10c, per sack and 20c, per barrel. This makes the present price of 82.15 for the 95-fb. sack of No. 1 patent ; No. 2, \$2,30, and No. 3, \$1.95. The trade in flour is good, both as to domestic demand and export trade.

Rolled Oats.

This line has also been advanced, and \$1.95 is now quoted for the 80-lb. sack, and Standard and granulated range at \$2.60. The grounds for the advance in rolled oats is the scarcity of really good milling oats.

THE MARKETS

Rice.

The wars and rumors of wars have made no difference in prices of Japan rice here. Business is the ordinary Winter trade, and prices are 5 to $5\frac{1}{2}c$. for Japan ; "B" rice, 4 to $4\frac{1}{3}c$.; Patna, 5 to Sago, 35 to 34c. Tapioca, 34 to 51c. 330

Coffee.

The market is very firm and has advanced and there is some difference of opinion as to actual values, but, as near-ly as can be ascertained, No. 5 Rio is worth 9c, here as an outside figure, al-though, possibly, it could not now be laid down to sell at that price.

Teas.

The war news did not affect Japan teas on this market, although it is reported that Montreal prices had stiffened. Japan tea is never a large feature in this market. although the use of it has been steadily on the increase since the American invasion began. Ceylon and Indian teas are without change and show a range of from 17 to 26c.

Sugars.

The demand is normal, and, so far, prices are without change : Granulated, 84.60 to \$6.65 ; Wallaceburg granulated. 81.55 ; light yellow, 84.

Syrups.

Fine Davenport, in barrels, 33c.; corn syrup, 31c.

Evaporated and Dried Fruits.

Raisins are quiet and without change Fine off-stalk are \$1.90; layers, \$2.15; sultanas, 9 to 11c.; muscatels, 3 crown, 8½c. Currants, 5%c.; cleaned, in pro-ages, 6½c. California evaporated fruits 10 to 11½c.; pitte Currants, 5³₄c.; cleaned, in pack peaches, $8_4^{a}c.$; california evaporated fruits peaches, $8_4^{a}c.$; apricots, 10 to 11½c.; pitted plums, 10c.; Silver prunes, 7½c.; Ruby prunes, 6¾c.; ordinary prunes, 3¾c. for 100 to 120s, to 8½c. for 30 to 40s.

Canned Vegetables.

There is no material change in the sit uation except that tomatoes are somewhat easier and there is a great variation of prices. Perhaps \$2.65 is nearly correct. Peas. \$1.90 to \$2; corn. \$2.

Butter.

The receipts of dairy butter continue to be very light, and anything at all choice is quickly absorbed at fancy prices, 20 to 21c being offered for fresh sweet butter There are no large stocks of butter held in the city, and, indeed, the Spring open ing of the dairy season will find stocks particularly well cleaned up.

Eggs.

Anything like fresh case eggs bring 21 to 22c., subject to candling ; strictly fresh are worth 40 to 45c. in a retail way.

Dressed Meats.

There is not much demand, as all houses were extra stocked for Christmas. Prices are steady at $5\frac{3}{4}$ to $6\frac{1}{2}c$. for tops with 1c. less for country dressed. Dressed hogs, 54c. for standard bacon hogs, with ² to lc. less for under and over-weights.

Green Fruits.

The market is very quiet after the holi-day season, but is beginning to show signs of revival. There is no improve-ment as yet in the heated car service, but milder weather has of course lessened the danger from frost.

Notes.

Tees & Persse, wholesale commission merchants, and agents in the West of The E. B. Eddy Co., have presented a splen-did trophy for competition among the wholesale curling rinks of the city.

MOLASSES REPORT.

THE situation in Barbadoes promises a larger crop of molasses, judging from reports that have to hand come from the island. Weather conditions have been good, and unless rains seriously intervene a good crop may be expected. The reports to hand have been considered reliable and in some quarters, notably Montreal, prices have receded 2c. per gallon. We publish a letter dated Barbadoes, December 10, from S. P Musson, Son & Co., to their Montreal representatives, W. S. Goodhugh & Co., which states the position of the crop prospects clearly as follows:

We avail of the present opportunity to advise that the dry weather which prevailed during last month, and has continued to the present time over the major portion of the island, will, we think, materially affect the yield of both sugar and molasses next year. Estimates vary so much that it is difficult to form any accurate opinion of the probable output, but a conservative calculation would be for about 50,000 hhds. sugar, and 38,-000 puns. molasses, which latter may be increased perhaps to 40,000 if the juice of the canes is weak. Rain from the present time to the end of January would alter this, and of course retard reaping operations, which, under the present existing conditions will commence early. Many estates expect to begin in January, as the canes show signs of ripening up, in which case molasses may be obtainable to a limited extent in the latter part of that month, but certainly in February. We may mention that for the future, molasses will be bought and sold puncheons included. It is too early yet to form any idea as to opening price, but the general opinion seems to be that there will be a good demand, and we would therefore ask our friends to send us their orders as much ahead as possible. You will throughout the season be kept advised of all changes in the market through our New York agents.

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IMPORTS OF JAPAN TEA.

Editor "The Canadian Grocer";-In the last issue of "The Grocer" Mr. C. M. Bernard, of Chicago, quotes figures as to the imports of Japan tea into Canada during the past year, differing from the figures quoted by the Salada Tea Co. in their advertisement of the same issue. There are two explanations of this.

In the first place the figures published by the Salada Tea Co. in their advertisement were gotten from the Government at Ottawa, and must be correct; Mr. Bernard's figures are taken from shipments made from Japan to Canada, and some of those teas may have been consigned to Canada but never landed here, having been sold in the United States on the advance samples before the teas arrived in port; then Mr. Berhard's figures were up to November 30th, whereas the figures issued by the Government were only up to June 30th. Anyway there is only a discrepancy of about 200,000 pounds, and Mr. Bernard's own figures show that the Japan tea trade has declined in four years from 1,666,757 pounds in 1899 to 5,114,838 pounds in 1903.

P. C. LARKIN. Toronto, Jan. 10, 1904.

CHINESE CALENDAR.

The Moulin Ocean (Ocean Mills) Montreal, have issued a very attractive calendar for 1904. The march of the Chinamen in front of Wong Lung's store is very staid and solemn. The coloring is in bright Eastern shades. In front of the store are displayed several boxes and packages of Chinese starch. The proprietors of Ocean Mills will be pleased to mail one of these handsome calendars to all subscribers of "The Canadian Grocer." Drop them a post eard

PACK OF TOMATOES.

" HE twenty-fourth annual report of the tomato pack of the United States and Canada reveals the natural results of the short pack and the very high prices of 1901, says the American Grocer. This brought about a rapid extension of the industry, exhibited by an increase of acreage and the building of new canning factories, naotably in Virginia and Maryland, and, to a less extent, in Indiana, which movement went on with greater force in 1903.

The pack of 1903 turns out to be the heaviest on record, reaching a total of 10,555,115 cases, and undoubtedly sur-

THE CANADIAN GROCER

passes the heavy output of 1902 by over half a million cases, after allowing fully 500,000 cases for houses in Maryland and Virgina, unlisted and not reported in 1902. The pack was as follows, in cases of two dozen tins each:

	1902.	1903.
United States	9,282,812	10,157,615
Canada	212,000	397,500
Total	9,494,812	10,555,115

The total pack compares with the output of the nine previous years as follows:

1000	1898	5 707 806
1903 10.555,115	1090	0,191,010
1902 9,494,812	1897	4,149,441
1901 4.518.221	1896	3,541,188
1900	1895	4,194,780
1900 5,849,593 1899 7,404,923	1894	6,586,979
Total for ten years		62,092,858
Average per year		6.209,286
Average per year, 1901-02		8.189.383
Average per year, 1902-03		10,024.963

INQUIRIES FOR CANADIAN TRADE

HE following were among the recent

inquiries relating to Canadian trade received at the Canadian Government

office in London :

1. A London contractor and importer is looking out for Canadian supplies of hemlock or pine rail-way ties and maple and hickory skewers. 2. A resident of Belfast claiming to have a good connection with the wholesale and retail trades in the North of Ireland, has requested to be furnished with compared of Canadian exporters of bacon cheese with names of Canadian exporters of bacon, cheese and butter.

3. A firm of manufacturers and publishers of chromo almanacs, show cards, etc., desires to hear from wholesale printers and stationers in Canada

from wholesale printers and stationers in Canada
likely to take up their goods.
Inquiry is made respecting the possibility of opening up a trade with Canada in writing inks and a pure rice starch.
5. A West of England firm of brush manufac-

turers and dealers in woodenwa e are seeking sup-plies of broom and fork handles in basswood. They also import washing boards, clothes pegs and other similar woodenware.

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6. A Be fast firm would like to correspond with Canadian exporters of produce, fruit, cheese, hams, canned goods, etc., with a view to selling these goods on commission among buyers in Ireand wh re a large and safe trade is to be done. 7. A well-known firm of glue manufacturers wish to get into touch with Canadian buyers of this article.

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

AGENTS APPOINTED.

Mr. R. C. Snowdon has been appointed selling agent in Manitoba, Northwest Territories and British Columbia for " Chinese Starch."' He will also place the various lines manufactured by Ocean Mills before the trade in that section of Canada. Being thoroughly familiar with the trade in the west he should command a good share of business, particularly as the merits of his company's goods are well advertised.

A NEW BLANC MANGE POWDER.

The Ocean Mills, Montreal, have placed upon the market a new blanc mange powder. It is a very handsome package and the quality of the goods excellent as only the purest ingredients and flavors are used in its production. Though only lately placed on sale orders have come to hand from Quebec, Halifax and St. John, and as the article shows the trade a good profit should meet with ready sales. Samples and particulars may be obtained by addressing Ocean Mills, Montreal.



WHOLESALE GROCERS' OFFICERS.

Mr. John I. Davidson was re-elected chairman of the grocers' section of the Board of Trade at the annual meeting a week ago to-day. The matters discussed at the meeting concerned the internal affairs of the trade, but all of the members present stated that the outlook for business this year was of the best. It is expected that the Spring trade with the Northwest will be unusually large. In addition to the chairman all of the old officers were re-elected as follows: Deputy Chairman, Hugh Blain: Secretary-Treasurer, Agnes C. Gray; Executive Committee, John Sloan, W. Ince, jr., F. W. Humphrey and T. Kinnear.

MONEY TALKS.

Mr. James A. McGuane, manager of the New York branch of the "Salada" Tea Co., E. W. Gilbert, of the Pittsburg branch, and Chas. Sutherland, of the Detroit branch, each received a bonus of \$1,000 for having increased their business over 50 per cent, in the past year. New York branch had an increase of \$7.1-2 per cent., Pittsburg branch \$7 per cent., and Detroit branch 55.1-2 per cent.

THE LATE MR. GEO. HOPE.

HE death in Montreal last Tuesday, the 5th inst., of Mr. George Hope, traveller for J. A. Mathewson & Co., wholesale grocers, removes from the road a gentleman who has represented the grocerv and kindred interests since 1877. Mr. Hope was born in 1851 in the Gore of Lochiel, Glengarry County, of good Scotch stock. At an early age he went to Montreal to complete his education and while there acquired a knowledge of the French language. At the age of 17 he went to Hamilton, Ont., entering the wholesale grocery house of Harvey. Stuart & Co., in those days one of the largest and most prominent business houses of the west. After serving an apprenticeship for five years and acquiring a knowledge of the business, he took out the sample case for his firm, covering the ground known as the Niagara Peninsula, later working west as far as Windsor. The firm of Harvey, Stuart & Co. having been dissolved, he went with the newly organized firm of Alexander Harvey & Co., head of his late employers firm. It was while employed as traveller for Alexander Harvey & Co. that the writer who was preparing himself for the honored position of traveller, became acquainted with George Hope. After the firm of Alexander Harvey & Co. was dissolved, Mr. Hope represented several of the leading western grocery houses, also the Hamilton Vinegar Co., the latter in this distriet. His last position was with J. A. Mathewson & Co., Montreal, whom he represented in Quebec, on the north shore of the St. Lawrence and partly through the Eastern Townships.

George Hope was a hard-working, conscientious and tireless worker and during all the years the writer has known him as a traveller he has yet to hear of anything but praise. His late employer, Mr. Samuel Mathewson, of J. A. Mathewson & Co., stated to the writer: "You can say it for me that though George Hope only travelled for us since last Spring, I found him straight, square, hard-working and honorable to a degree, he never had an unkind word for anyone and I am sorry to lose him."

Well deserved words of praise and honorably earned. The funeral took place Friday afternoon from his late residence, S0 Cathcart street, to the Bonaventure station and thence to the family burying plot at Summerstown, Ont. He left no family, his wife having pre-deceased him about eight years ago.

A MODEL FOOD FACTORY.

The new factory of The Clydesdale Stock Food Co., Elizabeth street, Toronto, is certainly a model in many respects. Cleanliness prevails everywhere, and the representative of "The Grocer" was surprised to see the attention given to this virtue. The plant is entirely new and specially adapted to the requirements of the business. The artistic and attractive manner in which the goods are packed will recommend them to the general storekeeper, and Mr. Ernest Pratt, the general manager, says that he is finding a large market with this class of trade.

The buildings comprise three storeys, all of which are devoted to the manufacture of stock, poultry food and veterinary preparations. The general offices are in keeping with the other departments.

AN OLD FIRM BRANCHING OUT.

Alexander Turner, of James Turner & Co., has built a splendid brick warehouse in Calgary, 100 by 130 feet, with a railroad siding, so that goods can be loaded from the warehouse to the cars, or from the cars to the warehouse, and thus save an immense deal of labor, and the goods from being twice handled.

Mr. Turner has leased this building to Canada Grocers Limited, who will open up about 1st to 15th February with a splendid stock of groceries. The business will be managed by Lloyd T. Mewburn.

James Turner & Co. commenced doing business in Manitoba about 1869, and Mr. Mewburn opened up their business in British Columbla and the Northwest Territories in 1889, and from that time to this they have enjoyed a large and rapidly increasing trade in the Far West.

To assist buyers who need to sort up quickly, this warehouse has been established in Calgary, and a splendid stock of staples will be carried there, and no doubt any buyers who send their orders to the Calgary house will have same promptly attended to.

Mr. Vila, while looking after the interests of James Turner & Co., Hamilton, will also sell for the Calgary warehouse, assisted by Mr. Grant. By that means it is assured that James Turner & Co. will be well backed up by the merchants of Alberta and British Columbia.

SEEDLESS TOMATO PULP.

A new product is being placed on the market by the Burlington Canning Co., in the shape of a seedless tomato pulp, specially prepared for making soups. The pulp is put up in 21-2 pound cans. It is said to be equal to three times the quantity of canned tomato, and should meet with a ready sale: Mr. Fisher, president of the Burlington company, was in Toronto this week calling on the wholesale trade and introducing this new line.

EASTERN VISITORS.

Mr. Troop, of Black Bros. & Co., Halifax, N.S., and Mr. A. H. Brittain, Board of Trade Building, Montreal, who represents this firm in Ontario and Quebec, were in Toronto this week calling on the jobbing trade in the interests of " Halifax " and " Acadia " codfish, which are being introduced to the Ontario trade. These gentlemen were met at the King Edward Hotel by a representative of "The Grocer" and expressed themselves as highly pleased at the reception they were receiving at the hands of the Toronto wholesalers. They remarked that the ad. which they have been running in "The Grocer" was an excellent introduction in their round of the street. Mr. Brittain will continue an energetic campaign in Ontario and Quebec, and has every reason to anticipate building up a large business.

A very large consignment consisting of some 800 cases of "Salada" Ceylon tes was received into stock at the Montreal agency on Tuesday last.

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ioreign Italian preciated already has enc crushers in their of a go A few of oil serving terest 1 it has keep lo those f The 1 portan the ho some 6 \$500.00 olives kegs. careful the sl are re capabl olives soak to fre then 1 is a the o is th thoug alter certai olives varia Rip only dema As recen the 1 and. most It to e on h not borr payi Thes desc in a they the ing woo very oliv are mer

OLIVE GROWING IN SPAIN.

D URING recent years efforts have been made to improve the quality of the olive oil produced in this country, writes the U. S. Consul General at Barcelona, so as to enable it to compete in foreign markets with the French and Italian oils, which are so universally appreciated. Some measure of success has already attended these efforts, and this has encouraged the leading Spanish oil crushers to spend money on improvements in their machinery, with every prospect of a good return.

A few particulars about the production of oil in Spain, and especially the preserving of the olives, may prove of interest to olive growers in California, as it has been found that Spanish olives keep longer and are better preserved than those from that State.

The pickling of green olives is an important branch of industry here. Besides the home consumption, which is large, some 6,000 to 7,500 tons, valued at about \$800,000, are annually exported. The olives are packed either in bottles or kegs. For pickling, the green olives are carefully selected; all those that are in the slightest degree bruised or damaged are rejected, as only the perfect fruit is capable of being preserved. The selected olives are then placed in fresh water to soak for several days, care being taken to frequenely change the water ; they are then put into the pickling mixture, which is a solution of common salt and soda, the olives being entirely covered. This is the general method adopted, and though some manufacturers may slightly alter the solution used, and add to it certain aromatic substances to flavor the olives, the basis of the preparation is invariably common salt and soda.

Ripe and half-ripe olives are preserved only in small quantities, as there is little demand for them.

As already mentioned, until quite recently little attention has been paid to the method of extracting oil in Spain, and, consequently, in many parts the most primitive means are still in use.

It is usual for the small grower himself to extract the oil from the olives grown on his land; and, as he frequently does not own the necessary appliances, he borrows them from the nearest town, paying for their use either money or oil. These machines are of the most primitive description. The olives are first crushed in a mill turned by a horse or bullock; they are then placed in lever presses and the oil thus extracted, boiling water being generally used in the process. These wooden presses, though powerful, are very slow, and it often happens that the olives have to be stored until the presses are available, with the result that fermentation sets in, and this naturally detracts from the quality of the oil. It is said that there are between 3,000 and 4,000 of these presses in Spain. Formerly the pulp remaining in the presses was used as fodder or fuel, but now it is sold and a second extraction of oil is made from it. There are 63 mills in Spain for extracting oil from this pulp.

The largest oil manufacturers, especially those in the Province of Catalonia, have been the first to recognize the importance of improving their machinery; the old crushing mills and wooden presses have been replaced by steel cylinders and hydraulic presses, so that not only is a greater yield obtained, but the quality of the oil is better. Nearly all the machinery in use is of Spanish make.

After being extracted, the oil is run into earthenware jars or tin tanks, and, after a certain time, strained, so as to separate it from the amurca. It is then poured into deposits to be kept until required, afcohol being sometimes used to keep off the action of the air.

The lower grades of oil, as well as the amurca, are used in the manufacture of common soap.

The following is a copy of the official statistics showing the exports of olive oil during the past two years :

	19	13.	190	12.
- From Qua	Tops.	Value.	Quantity. Tons.	Value.
Southern ports Eastern ports Other ports	11,535 8,123	\$1,647,923 1.160.509 20,602	40,269 17,363 277	\$5,752.724 2.480,488 39,659
To- France Other countries	3,064 16,739	437,724 2,391,307	9.100 48.749	$\substack{1,308,620\\6,964,262}$

DRIED APPLES IN CARTONS.

It is reported that many of the large dried apple dealers in the Eastern States are preparing for a change in the manner of handling the main part of the evaporated apple crop. For many years the only method of packing fruit for shipment has been to pack the apples in 50 lb. pine boxes, which were faced up on one side.

Now some of them will pack them in small cartons. This method has many advantages, one of which is that by the new way of packing but one variety will be put in a box, and it will be labeled with the name. Another advantage is that the directions for making pies from evaporated fruit can be printed on each package, as very few housewives know how to use the fruit properly for pie purposes.

It is expected the demand will be so great from the customers and this manner of selling apples will become so popular that westerners will take it up.

DAY OF THE PACKAGE GROCERY.

In an advertisement a sugar refining company of Philadelphia sets forth that "slowly but surely the grocery business is reaching a business of packages—the clean handy cartons that carry food unspoiled from maker to user."

This forecast, while introducing its "2-lb. cartons and 2, 5, 10, 25, 50 and 100-lb. cotton bags" into which sugar is put, is something worth considering. It is true a housewife would prefer to see her order for sugar come to the kitchen in a neat-sized carton, or in a cotton bag where there is no chance to question the packing. It is needless to say that in some stores, the sugar scoop is also the rice, cornmeal and flour scoop, and perhaps is called upon to serve a dozen other uses, and if a careful analysis of the "sugar" was made, it might be found there was an astonishing per cent. of something the customer did not order. found therein.

SOMETHING ABOUT A COFFEE BULL.

R EGARDING Loyal L. Smith, a coffee plunger, so-called, belonging to

the Chicago crowd in Wall street, who is reputed to have made last Summer \$250,000 in coffee speculation, a New York publication says:

"A good friend of his, who probably knows more about the coffee market than any man in this country, told Smith some things about coffee. With that information Smith began to study the coffee situation himself. As a result, he sold coffee short, according to those in the trade, who should know, for nearly a year. A few days before the recent rise in the market he began to buy coffee in large quantities to cover his shorts. He covered, took his profits, which were not small, and now he is regarded as a coffee bull.

"In his operating in Wall street Hr. Smith does not intend, if he can help it, that anybody shall get on to his curves. To that end, he has accounts in four or five different Stock Exchange houses, and it is said that under no circumstances does he ever allow one of his brokers to know anything about the business he does with the others. And this is the man who came out of the West five years ago with not more than 82–000 in eash, and in that time has cleaned up 85,000,000 !"

IMPROVING PREMISES.

The Montreal premises of "Salada" are undergoing some alterations and improvements, giving increased facilities for the handling of a rapidly growing busness.

FUNERAL GUARANTEED.

An Essex oyster merchant, advertising his wares, adds the following offer: "Should death be proved to have occurred through eating the same, a decent funeral guaranteed."

The Canadian Grocef

COFFEE STILL RISING.

ILLETT & GRAY, in their latest weekly statistical report, have the following to say on coffee: Receipts in Brazil again show signs of decreasing and in consequence the Rio and Santos markets are higher. The cost and freight prices now asked show a considerable disparity compared with the European markets. Of late the new business for European account especially in Santos has been unimportant, but notwithstanding this Brazil holders are obdurate. The conclusion to be drawn from this is that the bulk of the current crop having been marketed, the Brazilians are content to await developments, with the strong fact before them that the growing crop has suffered irreparable damage. Years ago, when the crops were of much smaller compass, it was customary for the leading houses to send out estimates carly in January representing their views of the coming year. In these days, considering the area under cultivation, it is a far different proposition to arrive at an approximate figure of the total outturn. Nevertheless, figures will be put forward, and great variations may be expected. Very few people consider the current crop will exceed 11,000,000 bags, the opinion of the majority leaning towards 101 mil lions, say 61 millions for Santos and about 1 millions for Rio.

The current crop is smaller, more on account of the lack of means to give proper care to the plantations themserves, combined with the fact that the frost of August, 1902, having interfered with the development of fruit from so many of the young trees. The figures of the world's visible on the first of January will show the first material reduction this season, from 250,000 to 300,000 bags. and it is obvious that each month from now until the end of the season will show a marked decrease in the world's stocks. It is fair to assume that the growing crop will yield less than the current, and the market will watch with the keenest interest the representations which will be forthcoming in the near future. It is also reasonable to expect that conservative houses will exercise extreme caution in their expressions as to the probable outturn. There is a desire to avoid exaggerations on the part of those who have the best interests of Brazil at heart Consuming countries control good stocks, and it would be strange if Brazil holders did not observe an attitude truly in keeping with the actual facts. At the present time they appear to have confidence in their own ability to exact ex isting values.

As usual, a good demand is looked for after the turn of the year.

THE MARKETS

While it is understood that some private transactions have been done on the basis of $7\frac{1}{4}c$. for Rio No. 7 on spot and afloat, regular N.Y. Terms, the spot price to-day is $7\frac{1}{4}c$., afloat 7 3-8c. and to be shipped $7\frac{1}{2}c$., usual terms. Santos No. 4 is held at $8\frac{6}{2}c$., with some premium for fine selections.

December options, week ending December 30: Highest, 6.90 to 6.95; lowest, 6.65 to 6.70; closing, 6.70 to 6.75, against last year closing 4.35 to 4.45. No. 7 last year, 54c.

BROKER AND MANUFACTURERS' AGENT.

Geo. W. Weeks, formerly Weeks & Robson, has recently opened up for himself in Vancouver as a broker and manufacturers' agent, and is open to receive a few good agencies. Mr. Weeks has lived in Vancouver for about 15 years.

The proposal to organize statistics of the production and commerce of coffee has been approved by the Brazilian Senate, and will be entrusted to the Servico de Estatistic Commercial.

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer,

St. John, N.B., Jan. 11, 1904. UR merchants are busy settling the last year's business. It has been a good year, though with some, somewhat marred by bad debts. Even some of our most careful houses, who seldom figure in these unpleasant matters, have been caught. Many, however, have been more fortunate and find not more than the usual average. The local guild had a meeting this week to elect the representatives to attend the Dominion Guild meeting in Montreal. C. H. Peters, of Baird & Peters, Geo. C. Barbour, and W. C. Cross, of Hall & Fairweather, are to be the representatives. One principal topic discussed was the Canners' Association. Our trade are far from satisfied with the method of the past season. Winter port business, which is of such importance to St. John, has been very satisfactory this season. The value of exports and the number of sailings have exceeded anything we have yet had. The imports are not as large as they should be. Canada in importers, particularly in Ontario. should see their goods are all ordered via St. John. Canada has too long been building up a foreign port. Increased facilities are greatly needed. We are prepared to do our part; the railways seem inclined to do theirs; we ask some aid from the Government. If it is to be of service it must be given at once. Delay will make it too late. In the interests of Canada as a whole, in Imperial interest, the Government should come to our aid.

Oil.

There begins to be rather less demand for burning oil. The very high price and the lengthening days both tend to this result. Lubricatings have attention; prices are firm. This is the line in which there is the chief competitnon. Linseeds are low but turpentine holds firm. Fish oils are scarce and high.

Salt.

Present stocks of Liverpool coarse salt are quite large. There has been a steady sale and prices are firmly held. In fine salt this is the quiet season.

Canned Goods.

There is but a fairly active market. Tomatoes are rather higher. Corn is also very firmly held. Peas seem in good supply. In fruits the market is well supplied. Our supply of blueberries was chiefly drawn from Prince Edward Island. In salmon good stocks are held. Springs are quite high. They have the sale here. Meats are now being quoted, prices about as last season and as usual are guaranteed till into the Summer, and deliveries made to suit the buyer. There is perhaps no other line in which buyers are so well treated. In domestic fish stocks are light.

Green Fruit.

This is the quiet season. Not only is demand light but the weather makes shipping difficult. Jamaica oranges have a very large sale; Valencias have a fair demand. Other grades show little business. Lemons are steady. In Malaga grapes light sale is met. Apples hold firm. While there was a very large crop in Nova Scotia the quality was good and the export demand relieved the market.

Dried Fruit.

Business is quiet. There is little new. In raisins fair stocks are held and prices are low. Prunes are not a large stock. In small sizes prices are likely to be firmer. Apricots are high. Peaches have a light sale. Dates are freely offered, price low. Evaporated apples are unchanged, a fair stock is held. Peanuts show quite an advance.

Sugar.

Prices keep low. There is a steady sale. The past year showed an almost even market. Busi rule fit sideral prices and su scarce but a here. holds slow.

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The Canadian Grocer The Best Product Business is · not active. Values makes the Best Business. That's why it is more profitable to handle. Clark's Sliced Smoked Beef than any other. IT HAS NO EQUAL. Now is the Time for Mince Meat Put in a stock of the old reliable "Capstan" Brand Mince Meat Put up in ¹/₄ pails (¹/₂-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case). Ask your wholesale grocer for it or see our travellers. The Capstan Manufacturing Company, Toronto, Ont., Can. GRATEFUL.

THE MARKETS

rule firmer. At this season there is considerable interest in fresh fish. Full prices are asked. Cod, haddock, herring and smelt are offered. Herring are very scarce and owing to better prices west, but a limited quantity of smelt is sent here. Haddies are very firm. Dry cod holds at full figures. Pollock are rather slow. Pickled herring seem to be in ample supply at the present high price. Smoked herring are in very light supply.

Flour. Feed and Meal.

There seems a better demand for flour and the price is firm. There is little doubt but the war scare is somewhat affecting all staple lines. Oats have had an improved sale. They are firmer, as is oatmeal. Commeal keeps quite low. Feed has but a fair demand. Beans are held at quite full figures and there is no excitement. Barley and peas are firm. Blue peas, which formerly sold quite largely here have for the last two seasons been very scarce.

Molasses

This is a subject of particular interest. It is early for excitement, but it is here without doubt. An American concern has for some years been trying to control the molasses market of Canada, particularly in Porto Rico grades. They have met much opposition here, chiefly from one house. Last year they seemed to get the upper hand and till this week carried about all the stock held here. Prices were high and firmly held, when suddenly the situation was changed. Our local people received a cargo of Porto Rico this week, something very unusual at this season, and have cut prices four to six cents. Local houses are not much affected. The outcome will be watched with interest. It seems a fight to the finish.

Notes.

St. John has given a most hearty reception to the Transportation Commission, which is composed as follows: John Bertram, of Toronto (chairman); Rob-ert Reford, of Montreal, and Ed. C. Fry, of Quebec. With them are C. N. Bell, of Winnipeg, secretary; J. X. Perrault, Montreal, associate secretary, and Geo. Simpson, of the Hansard staff, Ottawa, as stenographer. This is the first place they have visited and this fact we feel points to an understanding of our important claims and our immediate need. Our Common Council and Board of Trade are doing everything possible to facilitate the investigation.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Jan. 8.

CUCCEEDING the new year and the holidays, there is noted in the grocery and provision trade a slight

dullness, though there is no more than what is the usual experience at this time ot year. Many merchants are taking the opportunity to take stock and clean up preparatory to meeting better business when trade opens up as it will before many weeks. The experience of the average merchant, both retail and wholesale. for the past year has been very satisfactory. That there has been a steady growth in 1903 is evidenced by the fact that without exception the merchants state that their aggregate business for nearly every month has been greater than in 1902, while there never was such a Christmas and holiday trade done before

in the history of the coast. The outlook for the year which has opened is bright. There are no condi-tions which would indicate that the regular trade done during the past year will not continue and show a corresponding expansion. There are more than possibilities that the coming season will bring with it new opportunities for trade which will have a very important effect upon the total of business here for this year. One of these is, of course, the opening of work on the Grand Trunk Pacific, which was definitely promised 45

by the Canadian Government, and which is so arranged that it shall begin at this coast simultaneously with the commencement of operations in the east.

But a very interesting possibility .and one which will add a new factor to the excellent jobbing trade done from the coast cities of Britsh Columbia, is the bright prospects for the new gold finds in the northern country, particularly in the district which is tributary to White Horse, the Alsek district. This has been mentioned before, but it is worth while drawing attention to it again, in the way of preparing for the demand for goods which will undoubtedly come-from that section, with and before the opening of the Summer season. Whether or not there is good gold ground there, and that appears to be pretty well assured, there is bound to be a big rush to the district. There have been over 2,000 claims in all registered since the find was made last Fall, and there will be many more recorded as soon as the Winter is over to allow further prospecting. There has been no movement in the north since the opening of the Klondike district,



Fish.

The Canadian Grocer

which has created so much excitement and in which so much interest is being taken. The number of people who are already on the move into the country is surprising, and a large number have arrangements made to start with the opening of Spring. No matter what the results of the Summer's digging, there will be a big demand for supplies for this season at any rate.

There is a possible addition to the factors which will make up the total of trade here this year, on which people in the east are as well posted as the people here. That is the possibility of war between Japan and Russia. That of course is apparently beyond the bounds of certain prophecy. Certainly if war should occur, there would be a great deal of activity here as a result. The British Government would in all likelihood use this route entirely in sending forward its men and supplies and it is quite likely the purchase of supplies by the belligerents would have some influence here also.

One of the first indications of the effect of a possibility of war in the Far East is seen in the rise in the price of rice, which is freely imported here from Japan. Twice in the past month the wholesale trade has been notified by correspondents in Japan of the advance. in price. Victoria merchants received notices of an advance of \$7 per ton in the price of Japan rice, which is the favorite in ordinary trade. The pros-pect is of further increase. This is despite the fact that the rice crop in Japan is much larger than in former seasons. The exportation is being discouraged owing to the probability of war.

. . .

The advance of 30c. per barrel on flour announced this week by Manitoba millers has not yet been reflected here, but it will likely go into effect soon, a peculiarity of the market here being its slowness to respond to a rise in other markets even where they are markets of supply for this. The reason is that the dealers have got into the habit of selling out stocks on the basis of former market prices, not taking notice of market conditions until they are forced to renew stocks at the advanced prices. The last advance in flour went into effect in December.

. .

Local dealers report the poultry stocks brought forward never better cleaned up. Some dealers are out fentirely and others have but small stocks left. These are of course in cold storage and will all be absorbed easily. The fact that no one met with adverse experience in the handling of the Christmas poultry trade this year, gives great satisfaction. In other years there has been heavy loss on account of overstocking and occasionally late arrival. This season, despite th fact that such large importations, about ten cars in all, were brought in, the whole trade was handled without a kick.

THE MARKETS

The movement in fruit circles is about at its lowest ebb just now. The apple stock is still very liberal, and both Fraser Valley and up-country stocks are all that are required. Washington and Oregon stock has not come on the market at all this season. It marks an era in the development in apple growing in British Columbia for in past years very heavy shipments have been brought in. The prices obtained east of the mountains by Washington and Oregon growers have been higher than the stock would bring on this side, even had the stocks here been smaller.

Oranges show but little movement, though the California orange growers have adopted different tactics in opening the market this season. Instead of putting the early stocks on at high figures, the market has opened very low. Fancy navels are quoted at \$3 to \$3.50 and choice at \$2.75 to \$3. Seedlings are as low as \$2.50. Other fruits are out of the market, except lemons which are firm at \$3, and bananas, for which there is practically no demand.

The little Jap oranges are still making themselves felt on the market, there being some fairly large stocks held yet. But there will be no more receipts this season, the Empress of Japan the last steamer to arrive, having brought none. This orange, which is always a prime favorite, has been overstocked on the market this year, so that prices have been very low. The loss, if any, has been to consignors who sent over much larger shipments than ordered, and in some cases these were refused. If accepted they were at the risk of the consignor. Many boxs have been lost through spoiling.

* *

Just now there is a very quiet produce market. The supplies are quite equal to all demand, and little is coming forward. The local creameries have done a bbg business in the past year and are still putting out a small quantity of butter. The stock of fresh made dairy butter, as shown at the New Westminster weekly market is small.

NOVA SCOTIA MARKETS.

Halifax, N.S., Jan. 11th, 1904.

HE flour market is much excited and prices of all grades have been

advanced locally. The first jump some days ago was ten cents, which has since been increased to 20c. The reason ascribed for this is the present unsettled state of affairs in the Far East which has led to an advance in the cost of wheat. Unfortunately stocks in this city, as is usual at this time of the year, are low and so the market has responded readily to the firm position taken by the The jobbing prices of floar at mills. Halifax at present are as follows:

On Friday night Matheson's flour mill

at Dartmouth, opposite Halifax, was de-stroyed by fire. The mill, which was a wooden building, was valued at \$2,000 and carried no insurance. The machinery, which was valued at \$6,000, carried \$1,500 of insurance. The machinery was practically new, some of it having been installed only last week.

A small war has broken out in the molasses trade, the principals being a Halifax and a St. John importer. The Halifax firm has been gradually gathering to itself the bulk of the molasses trade of the Eastern Provinces and this year anticipating the advance in prices bought heavily in the West Indian markets. The new crop of Porto Rico molasses is now to hand, somewhat earlier than usual and the first action of the St. John firm is to offer this crop at a cut of five to six cents per gallon, which if followed by other holders would mean a reduction in the value of the old molasses held in the Lower Provinces of from \$30,000 to \$35,000. The trade here consider that the cut is altogether unwarranted by the crop prospects in the countries of production. Barbadoes especially, promises to be a short crop owing to the continued dry weather, the vield not being likely to exceed 50,000 hgds. sugar and 38,000 puns. molasses . . .

The attention of companies incorporated under the Provincial or Dominion statutes is directed to the amendment passed at the last session of the Nova Scotia Legislature, which requires that these companies when sending the list of shareholders, etc., to the Provincial Secretary's office, shall also during the month of January pay the following annual registration fees:

Manito	ba r	patents.	 		 						1	15	15	\$5	25	
70 per	cent	blends	 		 							4	57	4	60	
75														4		
80	••	••	 									4	35	4	45	
90	••						• •					4	15	4	20	

Any company continuing business in the province without complying with this regulation is liable to a penalty of \$100. The annual fees to be paid by foreign companies are double the above amounts.

. . .

Black Bros. & Co. are much encouraged with the reception that is being accorded their package codfish in the Upper provinces. The first full carload for Montreal was shipped last week and was all sold to arrive. Mr. Harry Troop of this firm is now in Western Canada and reports that these new fishstuffs are taking well with the grocery trade. If there is anything in making a good be-ginning the present should be a very profitable year for Nova Scotia fisher-men. On New Year's Day Messrs. R. & T. Hendober, fish merchants of Hulf Island Cove, Guysboro Co., took from their boats 158,000 pounds of fresh haddock. This is a record for one day for a single firm. Besides this they bought the catch of a number of other fishermen, paying them for the day's receipts The fish were frozen by the \$2.370. Messrs. Whitman, of Canso.

The grocer who tries to force a poor tea on his customers because he makes an immediate profit is not looking very far ahead. Sell

Blue Ribbon Ceylon Tea

and your customers who appreciate a good thing will forever praise your sound judgment and buy their goods from you.

Push the Red Label Brand.

Each grocer our agent.



Phone { 2282 Main.

WAR Russia and Japan may fight. If they do Rice and Green Teas will go much higher. Take advantage of our

PEACE PRICES:

Rangoons -	-		-		-		\$3.	40	to	\$3.60	
Patnas -	-	-		-		-	4	75	to	51/8	
Japan Tea (Special)			-		-		-	161/4			
Ceylon Greens	-	-		-		-		151/2	to	181/2	
Indian Greens			-		-			151/2	to	17	
Young Hysons	- 1	•••		-		-		131/2	to	141/2	

CANADA BROKERAGE CO., LIMITED

48 WELLINGTON ST. EAST, TORONTO.



SHAKE HANDS WITH US_THEY'RE FINE.

We mean our last car of California "Rose." It's the best, by long odds, that struck TORONTO this season. WELL-COLORED. You can't get anything as good. Have us send you sample box. You'll want more. Our PRICE-LIST tells what we charge. See it. It lets you down easy, considering price.



TWO in Dried Fruits. At Specials quoted they are good buying and the stock is right.

Appricots California Fruit. We have 300 boxes "Extra Choice," which we offer in lots of from one to five boxes, at $11\frac{1}{2}c.$, and 50 boxes "Fancy," at $12\frac{1}{2}c.$ Boxes are usual 25-lb. size.

Peaches California Fruit. 45 boxes "Extra Choice, at $9\frac{1}{2}$ c., 30 boxes "Fancy," at 11c., one box or five at these figures.

> Samples mailed on request. Buy Quick at these figures.

Clemes Bros., Toronto.

GREEN FRUITS

B. C. Fruit Growers.

N conversation with a Victoria Colonist reporter Mr. W. J. Brandreth, secretary of the British Columbia Fruit Growers' Association, said that the prospects for the fruit growers were never better. The Board of Horticulture were using every endeavor to keep out infected trees and fruit. The association was furnishing those who were just commencing in the industry with valuable information, the result of years of careful experiments and observations. Thousands of dollars would have been saved had the fruit growers been in possession of this information twelve or fifteen years ago. He said that the rigid enforcement of the rules and regulations of the Board of Horticulture, while they would undoubt edly work more or less hardship; would prove of immense benefit to the careful grower. The enforcement of the "Fruit Mark's Act" by the Dominion Government was having a very beneficial effect. A wonderful improvement in packing and grading had taken place since Mr. Maxwell Smith's appointment as inspector. He said that while it was true the grower received a better price for his fruit than formerly, the consumer paid no more for it because the grading was an assurance of the contents of the box : whereas, previous to the enforcement of the act, all sorts and conditions of fruit passed. The fruit crop in the year just passed was a little below the average. but the good prices realized have evened it up, so that on the whole the season has been fairly satisfactory.

Among the Fruit Men.

THE DAWSON COMMISSION CO., fruit, produce and commission Merchants, Toronto, can justly lay claim to being one of the oldest established fruit and commission businesses in Ontario. They began in Toronto in July, 1893, as an offshoot of Dawson & Co. Brampton, and have since become organized as a joint stock company. Dawson & Co., Brampton, are said to be the first Canadian exporters of apples and poultry to Great Britain, away back in the fifties. That their enterprise was not a wild-goose chase has been proven again and again in the interval.

The older Dawson firm also enjoy the distinction of having been the first firm

to ship freight of any kind over the Hamilton & Northwestern Railroad. At the time when they began to export fruit the G.T.R. had only reached as far west as Guelph.

When questioned by a reporter from "The Grocer" about the development of the fruit trade in Canada, and of their own share of it in particular, Mr. Dawson said : "The Canadian fruit trade has increased easily one thousand per cent, in the last 20 years. In the old days one fruit and produce firm managed to look after the Toronto trade; now there are 10 or 11 of such firms, and they are all managing to hold their heads above water. Our own business has increased at least ten-fold since 1893. A few years ago a single carload of bananas was sufficient to glut the Toronto market. To-day, a merchant who can't handle two or three cars is considered of small account. It is no uncommon thing to see as many as 10 or 15 cars of bananas on the G.T.R. sidings in a day when bananas are in season. Although the growth of the fruit trade in Canada has been phenomenal, there is not much danger of over-supply, so long as there are proper facilities for handling goods."

Dawson & Co., besides being large exporters of apples and poultry, do a large business locally in foreign fruit, such as oranges, lemons, bananas, pineapples. « nuts, grape-fruit, etc.

Our Apples Wanted in France.

The Extension of Markets Division of the Department of Agriculture, Ottawa, has recently received letters from two firms in Paris, France, making inquiries as to the apple crop in Canada this year and the steamship service between Canada and France; also asking for the names of some of the leading exporters of apples with whom business connections might be made.

New Fruit Steamers.

The United Fruit Co. are to increase their service between Boston and the West Indies by the addition of three new steamers, which will be larger than any now engaged in the fruit carrying trade. This important announcement was made

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recently, and while detailed plans of the new ships are not yet at hand, it is known that they will be almost double the tonnage of the steamers now engaged in the trade. The contract for the new hoats has been awarded to the wellknown shipbuilding firm of Workman, Clark & Co., of Belfast, and work on one of the steamers has already been begun.

OPEN SEASON FOR LOBSTERS.

The open season for lobster fishing began in St. John and Charlotte Counties, N.B., on January 6.

U. S. WHOLESALE GROCERS.

"The Grocer" has received a copy of the 1904 Wholesale Grocers' Directory of the United States. The number of exclusive wholesale grocers in the United States, according to the directory, is 2,462, and the number of changes in the last 12 months, 510. The directory sells for \$1, and may be had by addressing Orrin Thacker, Columbus, Ohio.

C. P. R. 1903 LAND SALES.

The Canadian Pacific land sales for the past year are quite in keeping with the general healthy tone of advance that has marked the past few years. For the past two years sales were :

Despite the apparent decrease in acreage sold there was an increase of over 300,000 acres during the past year, the large figures of 1902 being fattened by the unusual bulk sale of 1,000,000 acres to The Saskatchewan Valley Land Co.

The prices during 1903 also averaged higher than for the preceding year in 1902, the average price per acre being \$3.35 per acre, and last year about \$4 or 55c. per acre higher, an increase of 19 per cent.—Winnipeg Free Press.

A KINDLY REMEMBRANCE.

At the commencement of the new busines syear, the general manager of E. W. Gillett Co., Limited. Mr. Wm. Dobie, was waited upon by the 16 travelling representatives and members of the office staff and presented with a beautiful French gilt ornamental ink stand and also a thermometer and desk calendar combined. At the same time the boys did not forget Mrs. Dobie, and she also received a fine ink stand of the same material.

Mr. Dobie in acknowledging these beautiful gifts, thanked the doners not only for them but for the excellent services rendered to the company during the year just ended, and concluded by wishing all a prosperous and happy new year.



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tra bri CONFECTIONERY

Mr. W. P. Downey.

T HE GROCER has pleasure this week in publishing the photo of Mr. W. P. Downey, 26 St. Peter street, Montreal.

Mr. Downey is the representative in Canada of specialties in connection with the confectionery and grocery trade,



W, P. Downey, St. Peter Street, Montreal.

representing as he does some of the largest and most prominent manufacturers of grocery, confectionery and drugsundries in the world.

The manufacture of confections, glacines and cocoanut, "White Dove" brand, is also a branch of trade which Mr. Downey is engaged in.

Confectionery has become in most of the progressive stores a prominent department, paying handsomely, and more perceptibly attracting transient trade, and, later, converting this trade into regular general custom, and the interest of subscribers to "The Canadian Grocer" is evidenced more every day by the attention paid to the confectionery department.

Mr. Downey, who is a firm believer in modern ideas, is of the opinion that the trade generally would find it profitable to add a confectionery department to their business.

Mr. Downey's business extends from ocean to ocean, and the energy and enterprise manifested by him in all his transactions will, one feels satisfied, bring its reward in increased trade.

Mr. Downey is the sole representative in Canada for Stafford, Allen & Sons, pure English essential oils; Salv. Di Dco, Rognetta, oil of lemon, orange and bergamot; Hire's improved Root Beer; and sole agent in Canada for Societie Anglo-Francaise, Courbevoie-Paris; Roedenbeck & Wahl, orris root, olive oil, boracic acid, candied peels, etc., Leghorn, Italy; Andres & Co., Valencia raisins, Denia, Spain; H. P. Setna & Co., Chutney and curry powder, Bombay, India; Oehme & Baier, confectioners' colors, Leipzig; Chas. Martin & Frere, shelled almonds, etc., France.

The Gel-O Makers.

"A LWAYS room for a good thing" is the way Mr. E. B. Thompson, manager of The Canadian Gela-'tine Co., of Toronto; put it when a representative of "The Canadian Grocer" asked him if it didn't require courage to put on the market a new jelly powder. It is a faith of this sort that all success is built on, and the makers of Gel-O have already had gratifying business and testimony from a discriminating grocery trade.

The Canadian Gelatine Co. is a new concern, being less than two months before the public. Mr. Thompson, the manager, however, is not new, having for a number of years been the representative in Canada for a large American gelatine house, and enjoys a wide acquaintance among the confectionery trade. The outcome of his knowledge of the business and its needs was the formation of the company named above. This company, it is said, is the only one of its kind making a specialty of gelatines. Gel-O, "The new Dessert," is put up in the regulation 4-oz, package, and is prepared in eight flavors. The makers claim for it that it jells quicker and firmer than any similar preparation on the market. It is being put before the trade energetically by advertising and attractive poster cards and streamers, also by means of demonstrators, of whom there are three at present engaged in the Province of Ontario.

A Toothsome Industry.

W HEN a representative of "The Canadian Grocer" one day last week called on A. J. Stewart, Toron-

called on A. J. Stewart, foronto, makers of high-class confectionery, he was invited to take a walk through the factory, and the excursion was most thoroughly enjoyed, quite apart from the frequent "Try these," which punctuated the cicerone's remarks.

The factory is happily situated at the junction of Adelaide and Duncan streets. It thus receives abundant light—front, side and rear—and even the fourth side is separated from the adjacent building sufficiently to admit a good deal of light.

A. J. Stewart have been making confectionery since 1881, in a humble way to begin with, but always dominated by a purpose to make the very best goods possible. The makers have a conviction that there are no finer goods made on this continent.

To elaborate upon equipment, machinery, care in buying, purity of materials,



Canadian Grocer

A DEPARTMENT FOR RETAILERS.



We're Prejudiced, Of Course,

but there's reason for it' We make

PERFECTION CREAM SODAS.

We think them superlatively good.

That's natural.

But others do, too.

It's what others think and say that makes us just a little bit—well, call it conceited.

Honestly, we try to make these biscuits of ours the king of them all.

And enthusiasm makes success.

You sell them, we hope -for your sake and ours. A letter order, or one on a post card; we leave it to you.

MOONEY BISCUIT & CANDY CO. STRATFORD, CANADA.

and processes of manufacture is not necessary. One thing, however, that may be touched upon is the exceedingly attractive and varied assortment of fancy boxes that are used for the finer goods. It must not be understood from what has been written that only fine chocolates and bonbons are made. The whole range of confectionery from lozenges upward is made, and in goods of high and low degree the standard of quality is maintained. Easter novelties in many forms, many of them beautifully decorated by skilled craftsmen, are being taken to the trade by a proud lot of salesmen. A member of the firm visits Boston, New York and Philadelphia markets periodically for "pointers," so that in Canada we sell the self-same things that delight the fancy of millionaire Americans.

Mr. A. J. Stewart, a practical confectioner, is the president, and personally superintends every detail of manufacture. Mr. J. F. Roelofson, the managing director, has a "road" experience of highest value, also an acquaintance that believes implicitly every statement he makes, this is based on his record for unswerving fidelity to truth and the retailers' interests. Stock is carried at both Montreal and Winnipeg. The outlook for the company is of the brightest, and the growing volume of their trade tells its own story.

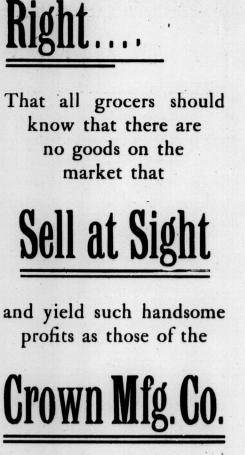
A Consolidation.

The McGregor - Harris Co., Toronto, have recently made some extensive additions and improvements in their manufacturing plant. In addition to their own already large business they have lately purchased and will carry on the business of R. G. McGregor & Sons. The senior of this firm will superintend the manufacture of their own well-known brands, and his experience will be of great value to the combined business. The Pearl street factory is a model in every respect. Its cleanliness in each department is particularly noticeable, and as absolute purity in everything is guaranteed, they deserve the reputation they have acquired as makers of high-grade goods.

National Confectioners' Association. The official record of the proceedings of the twentieth annual convention of the National Confectioners' Association of the United States is at hand. The record is neatly bound, and forms a valuable little book of reference.

The soil of Ecuador is so rich that cocoa trees four years after planting bear several pounds of cocoa.

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WRITE FOR QUOTA-TIONS ON :

Crown (H.B.) Fruit Candies Crown Unfermented Wines Crown Cordials Crown Jelly Powders Crown Catsups Crown Spices Crown Chewing Gum, etc.

Crown Mfg. Co.

TORONTO.



BRITISH COLUMBIA FISHERIES.

THE salmon pack for 1903 in British Columbia, as well as on the whole of the Pacific Coast, was a most disappointing one, says The Victoria Colonist, and one of the worst in the experience of the salmon canning industry, being the smallest since 1892, when there were only 27 canneries in operation; whereas, at the present time there are 60 canneries, which only put up 473,547 cases, over 100,000 of which were other than sockeyes.

It was very difficult to account for this exceptional falling off of salmon. Some attribute it to the wanton destruction on the American side through the use of traps; others regard it as one of those instances of bad luck for which there is no accounting. One of the serious features of the short run was the comparatively small number of salmon that reached the spawning grounds. The new provincial hatchery at Seton lake was only taxed to about one-tenth of its capacity. The Dominion hatchery fared better, but not nearly so well as usual. The new Dominion hatchery at the Lakelse river was partly hestroyed by flood, which washed away about 4,000,000 young salmon.

New canneries were built during the year at Observatory inlet, on the Skeena river, and Alberni canal; and extensions have been made to canneries on Rivers inlet and the Skeena. A new cannery for serving cod, halibut, oolachans, herrings and smelts, was erected at Barnet on Burrard inlet, by The Western Canada Fish Co., and was operated for the first time during last year with marked suc-Crab factories were erected at cess. North Vancouver and on False creek, both of which were successfully operated. The operations of The New England Fish Co., which has practically control of the halibut business, were greatly extended during the year, and a third steamer-a Canadian bottom-has been brought into requisition. Some 80 men are employed, who receive a wage of about \$100,000. Year's catch of salmon, Fraser, 473,547 cases; Northern, 236,385 cases.

LARGE COFFEE SHIPMENT.

An important business transaction has just been concluded by the well-known wholesale firm of W. Braid & Co., of this city, says The Vancouver News Advertiser, involving the largest direct shipment of coffee ever made to any house in Canada. The purchase in question comprises 5,000 sacks of coffee, which were secured direct from the plantations and are now en route to this city by water. Messrs. Braid company's trade extends from Atlantic to Pacific, and a purchase of this nature shows the importance in the commercial world of Vancouver's mercantile firms.

CONDENSED OR "WANT' ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; rc. 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 re-mittance cannot be acknowledged.

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

SITUATIONS VACANT.

BAKER WANTED-First-class on bread and D cakes : state wages and experience. Apply at once Box 5, CANADIAN GROCER, Toronto. f

CHEESEMAKER WANTED-A first-class cheesemaker wanted for 1904. Apply, stating salary, to Box I. CANADIAN GROCER, Toronto. f

WANTED-At once, an apprentice for flouring W mill; doing merchant, custom and chopping work; references required and age. Box 2, CANA-DIAN GROCER, Toronto. .

SITUATIONS WANTED.

A^S MILLER-Improver; one year's experi-ence; can come at once. Box 6, CANADIAN GROCER, Toronto. f

BAKER-First-class on bread, cake and pastry ; D married man; state wages. Box 7. CANA-DIAN GROCER, Toronto.

BY YOUNG MAN-As grocery clerk; good references. Box 8, CANADIAN GROCER, Toronto.

MILLER-Fully qualified and experiedced in with particulars, to Box 4, CANADIAN GROCER Apply. Toronto.

One Dollar

buys, one hundred good retail adver-tisements for a grocery store, written by one who knows. The best dollar's worth of advertising advice and suggestions ever offered to Canadian Merchants. Send for a copy to-day. Address

THE CANADIAN GROCER Toronto Office: 10 Front St. East

I Can Sell Your **Grocery Business** no matter where it is or what it is worth Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bidg., Philadelphia.

IRELAND.

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

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

J. G. McKILLOP, -

West Lorne, Ont.



The Canadian Grocer

FLOUR AND CEREAL FOODS

Hard and Soft Wheat.

NE interesting objection has been raised to the project of making the British Empire self supporting in the growing of wheat, says The Toronto Star. The 'great bulk of Canadian wheat for export to Great Britain comes from Manitoba and the Territories. The wheat grown there is hard, and the statement has been made that to make the flour desired in Britain a mixture of hard and soft wheat is necessary. The wheat area on this continent seems about to split into two, a northern and a southern area. Coincident with the rapid develop ment of wheat growing in the Canadian West comes not only the partial abandonment of wheat in the States of the Middle West, but an extension of wheat culture lower down the Mississippi Valley. A new north and south trend of traffic is developing, and the ports on the Gulf of Mexico are shipping huge quantities of wheat. If the contention that British millers need both hard and soft wheat is correct, do not these facts indi cate a division of the British demand, and a need for the hard Canadian and the soft American wheat ?

Expert milling opinion in this country rejects the theory that an admixture of soft wheat is necessary. Great quantities of flour manufactured in the mills at Minneapolis, Superior, Duluth and Kansas are exported to Great Britain, and this flour is made from hard wheat, with no mixtire whatever. The flour exported from all the mills in Manitoba is manufactured from hard wheat, with no admixture The British bakers are the buyers, and the demand is growing. A large quantity of soft wheat is consumed in Great Britain, and British millers un doubtedly use Manitoba and American hard wheat to mix with British-grown and imported soft wheat. The fact is, however, that much flour made exclusive ly from hard wheat is used in Britain, and that the use of it is increasing.

A further fact is that other portions of the British Émpire already furnish Great Britain with large quantities of soft wheat, and can increase their output. Apart from the fact that Canada sends some soft wheat, the exportable surplus of this year's crop in Australia and New Zealand is about fifty million bushels. India also can furnish large quantities of this species of grain, and the soft wheat production of India and Australia is increasing yearly. It is evident that the British Empire can, if the Mother Country so desires, furnish her with all the wheat she needs, of both varieties.

"Grocer" Brings Orders.

Below is reproduced an unsolicited letter, which speaks for itself :

The Napole . Hacaron Company Mararen Vermuelle etc. Toronto that farry and or The Caustien four Bity Sentlemen 1 Please find aclosed charge of adut We are well pleased with the result of our adouting in the fracer, any time you left in cue stow you a large number of orders record drively through one adution your formal yours way truly THE NATION MACARON COMPA An

Elevator Construction.

J. A. MACDONALD, of The Macdonald Elevator Construction Co. of Chicago, the company which built elevator "E" for the C.P.R. at Fort William, is in Winnipeg in connection with the closing of that contract. This elevator, which is of 2,000,000 bushels capacity, is of the tubular variety, and is one of the largest of its kind in Canada. At the present time Mr. Macdonald also has a tender before The Ogilvie Milling Co. for the construction of a receiving and exporting elevator at Fort William of 500,000 bushel capacity. Tenders for this elevator are at present being-considered.

Mr. Macdonald goes from Winnipeg to Montreal, where he expects to tender for the construction of a terminal elevator of 1,000,000 bushels capacity for The Grand Trunk Pacific Railway Co., to be



constructed at that point. The elevator will be of the rectangular design, though the style of construction will be similar to that at Fort William. Mr. Macdonald says that as yet no tenders have been called for by the G.T.P. for elevators in the West, and he has no idea as to what their plans are in this respect.

Canada's Wheat-Growing Area.

Professor James Fletcher, of the Experimental Farm, in an address at Ottawa on the value of experimental farms, pointed out one or two facts not generally known, one of which was that the wheat-growing area of Canada under cultivation at present is four times greater than that of the United States. The experimental farms, by adopting new grades of wheat to the rigorous climatic conditions, had largely developed the wheat-growing territory, and the production of wheat ripening nine days earlier than the average, permitted its growth to a considerably greater distance north. In the production of oats the farms had taught the farmer that 20 more bushels of oats could be grown to the acre than formerly, and every bushel extra to the acre meant a million dollars increase in the wealth of Canada.

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This

Guaranteed

Absolutely Pure

BUCKWHEAT FLOUR

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent

process), SPLIT PEAS, BUCKWHEAT

FLOUR, Etc., CHOP of all kinds BY

Caledonia Mills,

BOWMANVILLE. ONT.

Correspondence solicited.

In barrels and bags.

ASK FOR QUOTATIONS.

The Tillson Company, Limited, Tillsonburg, Ont.

In Charge Montreal Elevator.

Mr. Jeremiah Nehin, who at the meeting of the Montreal Harbor Commissioners recently was engaged to take charge of the new million-bushel grain elevator which is now nearing completion and which will be put into service the coming Spring, arrived in the city last week from Buffalo, and appeared at the Harbor Office bright and early prepared to take hold.

Mr. Nehin, who is a man of middle age, has spent practically all his mature years in grain elevators, and it might be said that he has worked his way along with a shovel, for he began at the bottom of the ladder in the grain elevators of the American cities.

This morning Mr. Nehin, accompanied by Major Seath, the secretary of the Board, went through the elevator, the newly appointed superintendent seeing it for the first time. He will for the next few months oversee the placing of the machinery, so that when the season of navigation opens there will be no delay in getting down to business.

Mr. Nehin while in charge of a wooden elevator at Buffalo, the structure having one marine leg. put through twenty-four million bushels in a season, which is looked upon as a record.

TELEPHONE { MAIN 1257 " 4675 John MacKay

Wm. McCann Milling Co.

> MILLERS. AND GRAIN DEALERS

192 King Street East TORONTO.

FLOUR

FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods. QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

CAR LOAD.

Rolled Oats (Standard and Granulated Ontario Winter Patents, Barley, Oatmeal, Manitoba Blends, " Wheat, Pot and Pearl Barley Pure Manitoba. Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited, ST. MARYS. ONTARIO. 55

Two Dollar Wheat!

R. F. W. THOMPSON, vice president and managing director , of The Ogilvie Flour Mills Co., has had the courage to hint at the possibility of two dollar wheat in an interview on the effect of the Japanese Russian war on the price of wheat. Mr. F. W. Thompson is a gentleman who is known for conservatism when expressing an opinion on such matters, and places more reliance on the increasing demand for breadstuffs the world over to -cause an increase in the price of wheat than he does in the war outlook. He points out that countries where until recently wheat was practically unknown are beginning to use bread as a daily food, with the result that they will soon take a considerable part in the worlds consumption. Four years ago not more than one per cent. of the population of Japan ate bread. Mr. Thompson places the percentage now at three-fold more, and expects to see a rapid increase within the next few years. He applies the same to such other countries as China. Mr. Thompson was asked : "Do you think that wheat will sell higher than present prices, independent of war between Russia and Japan ?"

"While no man can say definitely as to future prices, still the present basis of supply and demand are such as to indicate a higher level of prices for the next few years than has existed during the past five years, meaning that wheat at \$1 a bushel in Chicago under conditions now prevailing will be as common as 70 or 75c, during the past few years."

"Then you expect most prosperous conditions throughout the Canadian Northwest ?"

"Decidedly I do, In fact, I believe that no agricultural country in the world today has a brighter future than our Canadian Northwest."

"Where would wheat go should war be declared $\ref{eq:constraint}$

"Oh, that is a hard one. It might go to 82 a bushel in Chicago."

Huge Elevator at Port Arthur.

Mr. W. H. McWilliams, manager of The Canadian Elevator Co. of Winnipeg, has given out the statement that his company, with which The American Cereal Co. of Peterboro is associated, will build at Port Arthur one of the largest grain elevators in the world. Mr. McWilliams, with officials of The Northern Elevator Co. of SePaul, Minn., has just returned from a trip to Montreal, where a conference was held with the C.P.R. and Canadian Northern Railway authorities, in which arrangements were made for increased facilities for the new elevator, which will, it is expected, be completed in time to receive the crop of 1904. The

workhouse, which will be constructed first, will have a capacity of 1,250,000 bushels. This will be supplemented by immense storage warehouses to be built of tile or concrete. Mr. McWilliams believes that in ten years Winnipeg will be the largest city in the Dominion.

Trinidad Breadstuffs.

Gordon. Grant & Co., Port of Spain. Trinidad, write under date of December 17 as follows :

Our market for breadstuffs is without appreciable change, and the s.s. Maraval from New York is the latest arrival. Flour and most other items are in quite moderate supply and, as there are now indications of a more active demand setting in, prices on the whole are steadier. The s.s. Piemonte from New York with considerable supplies is due momently. On December 31 Gordon, Grant & Co. write :

Our market is quite moderately stocked and the position is steadily improving. Bakers' flour is selling slowly, but for both extra and supers there is a steady inquiry and the shipments coming forward by the steamers Etruria and Maraval should command an appreciable advance. Corn meal is neglected, but im ported bread as well as that of local manufacture now sells readily.

EVER NOTICE?

You may see rows of fly spotted cartons (that used to be pretty) of many kinds of Cereals.

But you hardly ever see a stock ON THE SHELVES of either POSTUM or GRAPE-NUTS, the greatest Cereal sellers in the world and made by the largest and strongest Cereal Co. in existence.

"There's a reason."

Postum and Grape Nuts don't roost on the shelves. A million dollars a year in the right kind of advertising seems to keep them moving.

If any grocer on earth wholesale or retail gets a bit too much stock, the Co. always stand ready to move it at once and send check to cover.

But that don't happen nowadays.

Hope you keep stocked.

Grape-Nuts and Postum are as staple as gold dollars.

Postum Cereal Co., Ltd., Battle Creek, Mich.



VIEWS FROM THE EAST AND WEST.

REPRESENTATIVE of "The Canadian Grocer' had the pleasure last week of an interview with of the large staff of travellers of 110 Hudon, Hebert & Cie., Montreal (26 salesmen all told), Mr. P. O. Hamon and Mr. Hugo Rohde. Mr. Hamon has for many years represented Hudon, Hebert & Cie. in the Maritime Provinces, and is making his annual visit to the house. Asked as to business in the east, etc., Mr. Hamon reported very favorably as to the year's results. The demand for the higher grades of groceries he found to, be in creasing in the east, betokening general prosperity with the consuming public : in fact, he was of the opinion, having travelled through the Middle West of Canada, that the quantity of high class groceries used in his territory was equal to, if not in excess of that used in the former ground. The fisheries had not been so profitable the past season as in former years, but, on the whole, trade was in a healthy condition.

Mr. Rohde, who represents Hudon, He bert & Cie, in the Calgary district, was interviewed. He has covered the Northwest Territories for his house some 12 or 13 years, and during that entire period has been a keen observer of the trend of business westward. Mr. Rohde, while admitting the great future of the West, was rather pessimistic in his views of the situation in that country at present. The crops were, to a certain extent, a failure, and where a fair crop was reaped it had materially depreciated through frost. Then, in his opinion, the booming feature had, to a certain extent, been overdone. The fever of speculation and its consequent speculative value was bound to react. The arrival of immigrants would tend to offset this in a measure, particularly as the class of immigrants arriving were provided with material wealth, more or less. With three or four seasons' good crops the future was one bound to be bright. Mr. Rohde's headquarters are at Calgary. and his visit, like Mr. Hamon's, was an annual one.

TENDERS FOR CANNED GOODS.

Lord Strathcona has advised the Minister of Agriculture that the Admiralty will shortly call for tenders for the year's supply of preserved meat and canned goods. He says that any Canadian firms who are not already listed should apply at once if they desire to tender. They should make application for the enrollment of the name of the firm and also submit a sample of their pack. Copies of the tenders have been mailed and will arrive at the department within the next week.

W. G. A. LAMBE.

THE CANADIAN GROCER presents in

this issue a portrait of Mr. W. G. A. Lambe, managing principal of the grocery brokerage firm of W. G. A. Lambe & Co. Toronto.

Mr. Lambe is well known to the Canadian business world in connection withimportant interests represented by his tirm, which, under his enterprising management, has grown to be a large and prosperous concern. W. G. A. Lambe & Co. are agents for The St. Lawrence Sugar Refining Co. of Montreal, for Toronto and district, and The Truro Condensed Milk & Canning Co. ("Reindeer" brand), for Toronto and district;



Mr. W. G. A. Lambe, of W. G. A. Lambe & Co. Commission Merchants, Toronto.

Edward James & Sons (James' Dome lead); Postum Cereal Co. (Grape Nuts), for Eastern Canada; N. K. Fairbank Co. (Cottolene and "Boar's Head" lard), for Ontario. In addition, they do an xtensive commission business in teas, coffees, currants, Californian dried fruits, rolasses, glucose, etc.

Mr. Lambe holds the important office of Lloyd's (London, England) agency for Western Ontario.

Mr. Lambe comes of a family well known in athletic circles, and has himself pulled one of the best oars on Toronto bay, as well as having taken an active interest in boxing.

CATALOGUES, BOOKLETS, ETC. OFFICE FIXTURES.

The George B. Meadows Wire, Iron and Brass Company, Toronto,

are sending out seasonable greetings, the feature of which is an interesting view of bank fixtures "made in Canada '' by that company. The fixtures are both artistic and practical and are a credit to their makers.

SPORTING CALENDAR.

The Dominion Canister Co., of Dundas, are sending to the trade an exceedingly attractive calendar—one that those with a love of gunning will feel like preserving framed. A brace of ducks, suspended from a nail, reproduced in colors, constitutes the design. "The Grocer" acknowledges receipt with thanks.

Grocer

USE

SAILOR GIRL CALENDAR.

J. H. Wethey, mince meat manufacturer, St. Catharines, is distributing a very striking calendar. The hanger is a deep red, while in the centre is a panel containing the picture of a sailor girl swinging in the rigging. Mr. Wethey is to be congratulated on his enterprise.

A UNIQUE CALENDAR.

A unique calendar has been received from Clarke & Rogerson, groceries and provisions, Vancouver, B.C. Instead of the usual lithograph the calendar is decorated with an interior photographic view of the store, with the staff in the rear. The picture is very fine and should , make friends for the firm.

TOILET SPECIALTIES.

We are in receipt of a very handsome fittle booklet advertising Calvert's Toilet Specialties, manufactured by F. C. Calvert & Co., Manchester, England. The company have opened a wholesale depot at 807 Dorchester street, Montreal, under charge of Mr. W. T. Leach, for the further extension of their Canadian trade, and the little booklet has been prepared especially with this end in view. It is illustrated with cuts of the toilet articles put up by the firm, along with directions for use. Readers of "The Grocer" are invited to write for this booklet, mentioning "The Grocer."

WRITE FOR THESE CARDS.

Some very attractive display cards and lithographs, sent out by C. J. Van Houten & Zoon, Holland, to their Canadian agents, J. L. Watt & Scott, Toron to, were distributed to a large number of the best-class retail stores in Toronto this week. The agents will feel obliged if any retailer will drop them a card and will send promptly some very attractive and useful prints, and also a supply of free sample tins of Van Houten's cocoa for free distribution to customers.

The distribution was made by three members of J. L. Watt & Scott's staff, who'drove round in cabs to the various stores receiving the lithographs.

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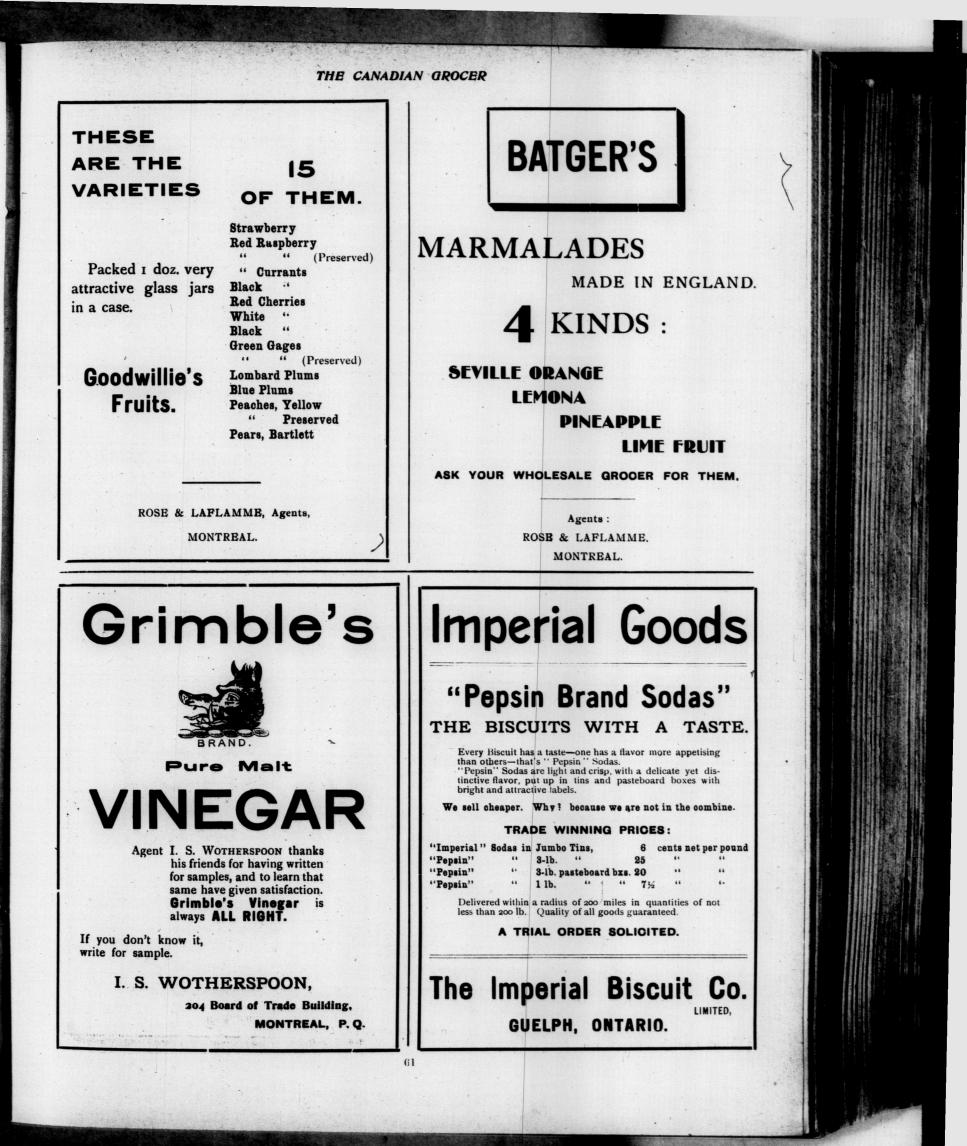
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The Canadian Groces

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco in War.

NOBACCO is undoubtedly one of the greatest blessings that soldiers have ever known, remarks an old smoker, a fact which is better appreciated on the battlefield than anywhere else. "Many a time," wrote a private of the Second Fusiliers, from Ladysmith, "I have seen fellows of ours only too eager to sell a pony, with saddle, bridle and everything complete, for a stick of tobac During the siege of the town some co." of the gallant bluejackets are said to have calmly smoked their pipes as they worked their guns ; and after the en gagement with the Boers at Magersfon tein a soldier was found dead, with his pipe clenched firmly between his teeth. To the wounded the weed is a solace beyond compare; and during the Crimean war there were instances of mortally wounded men drawing with the utmost composure at their pipes almost to the last breath. The smoke of tobacco often mingled with the smoke of battle in that oreat war. For four hours a soldier fought in the battle of Inkerman in de fense of a battery of British guns, his only comrade being his pipe, which he continued to smoke after he had been struck down by a Russian musket ball. In the thrilling charge of the Light Bri oade at Balaclavà more than one nf the 'noble six hundred' rode into the jaws of death calmly smoking. The regimental butcher was preparing meat when the fatal order came, smoking the while. But he did not intend to be left behind, and with his comrades charged into the Russian ranks without removing his pipe from his mouth. He was one of the few who returned, and was still smoking when he made his way back to the British lines. In one of the engagements in the Franco Prussian war the Brunswick Hussars galloped into action with eigars in their mouths, charging a dense body of the enemy with deadly effect. American soldiers are inveterate smokers, and when not puffing away at their pipes or cigars are pretty certain to have a quid of tobacco in their mouths.

Smoking by Proxy.

A wealthy old resident of Wilmington, Del., for years followed a daily custom of driving in the open air perched upon the box with his coachman—the latter complacently puffing at a big black cigar, the smoke from which he blew directly into his master's face. The explanation was that the doctors had forbidden the man to smoke, but he had been an inveterate smoker, and he was obliged to be satisfied with the compromise of having some one else do the smoking, while he enjoyed the aroma.

Smoked Cold.

An Orange, N.J., man, whose physicians had forbidden him to smoke, instead of lighting his cigars, was accustomed simply to put them into his mouth and "smoked cold." In this he simply bit off the end of the cigar as if he, were going to light it, and then puffed exactly as if fire were eating its way up the tobacco. Every fifteen or twenty minutes the cigar, to all appearances perfectly preserved, was thrown away as useless, the contention being that it was "smoked out." For years this smoker indulged in his pet habit, in the same extraordinary way, claiming that puffing the air through the cigar exhausted the flavor exactly the same as would have been the case had it been lighted.

Giving of Cigarette Papers to be Stopped in Tennessee.

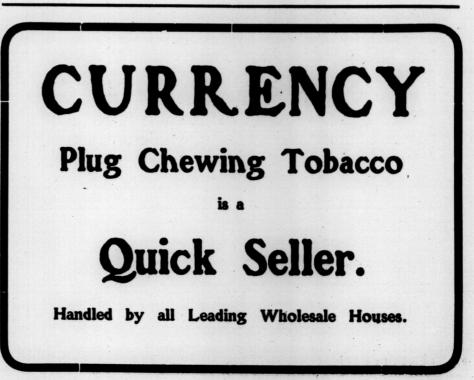
There is a law in Tennessee against the giving of cigarette papers. The Attorney-General proposes to prosecute the wholesale dealers for selling smoking tobacco with books of cigarette papers attached. He has appeared before the Grand Jury seeking a number of indictments against firms who have used this method. The Attorney-General says that the proper method of preventing the sale of cigarette papers is by going after the wholesale trade.

OLD CHUM Cut. Plug Smoking Tobacco

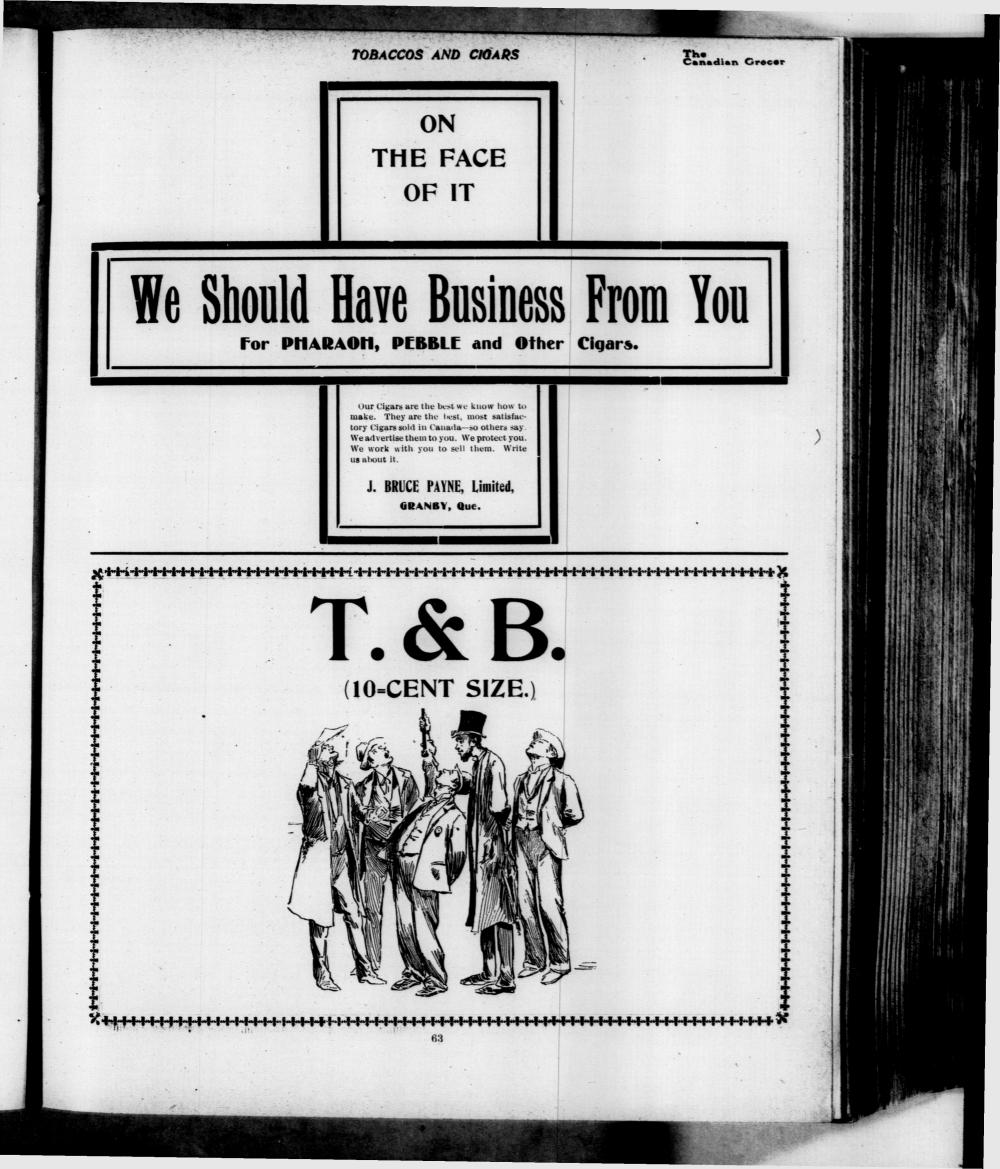
satisfies the most exacting customers.

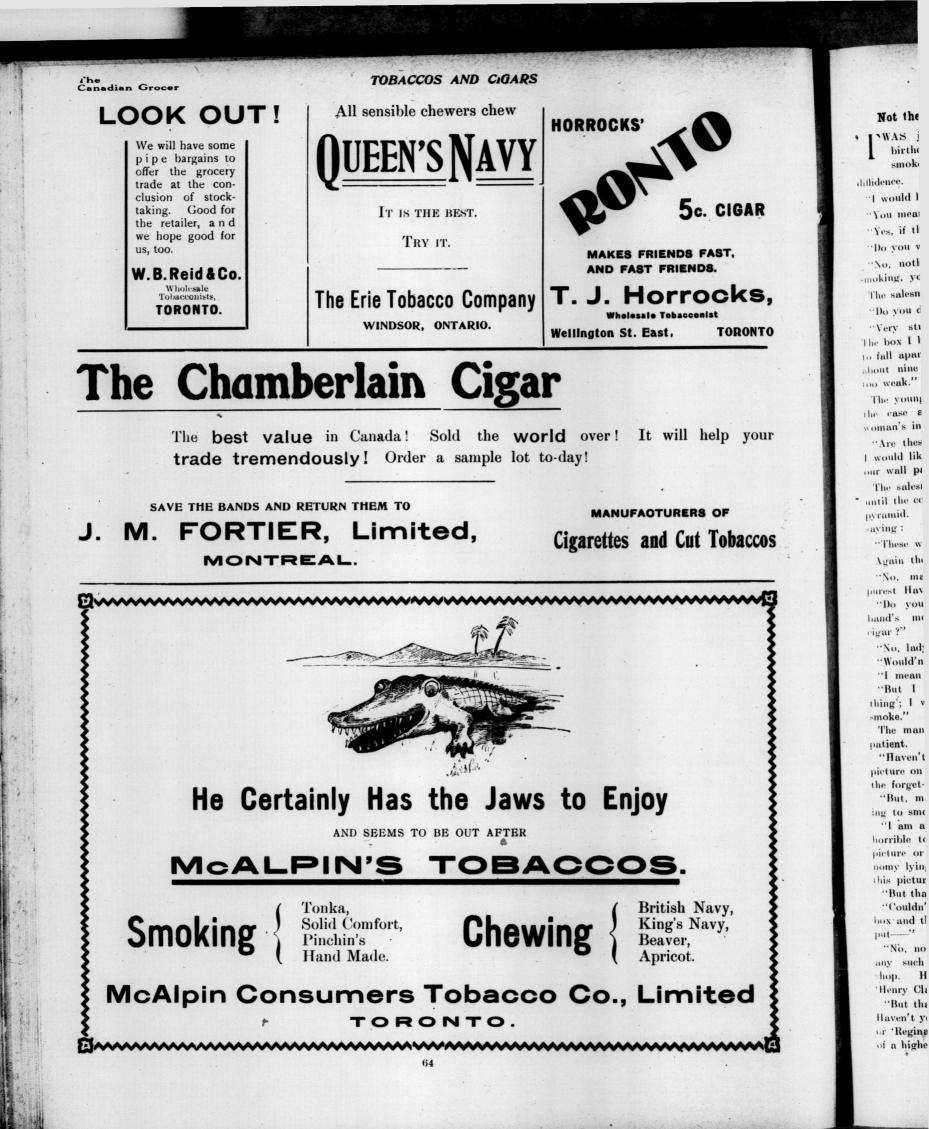
Sold By All Leading Wholesale Houses.

The American Tobacco. Co. of CANADA, Limited. իվեսկովովովովովովովովովովովովովովեսիելենեն միսնովորենենեն անձենաներիները անձենաներինեներ



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Not the Way to go About it.

WAS just a few days before his birthday. She walked into the smokers' emporium with nervous

diffidence.

"I would like to get a skein of cigars."

"You mean a box, I suppose ?"

"Yes, if that is how you sell them."

"Do you wish anything special ?"

"No, nothing special; but they're for moking, you know."

The salesman smiled.

"Do you desire a strong or mild cigar?" "Very strong; I want them to last.

The box I bought a year ago commenced to fall apart after my husband had them about nine months. I think they were too weak."

The young man took a few boxes from the case and pried them open for the woman's inspection.

"Are these the only shades you have ? I would like something lighter, to match our wall paper."

The salesman picked out box after box until the counter looked like an Egyptian pyramid. At last she selected a box, -aving:

"These won't fade, will they ?"

Again the young man smiled.

"No, ma'am; they are made of the purest Havana tobacco."

"Do you think I could have my husband's monogram engraved on each cigar ?"

"No, lady; the cigar wouldn't draw."

"Would'nt draw what ?"

"I mean it would'nt pull well."

"But I don't want them to pull anything'; I want them for my husband to smoke."

The man behind the counter grew impatient.

"Haven't you a box with a prettier picture on it? Let me see that one with the forget-me-nots on a Japanese fan."

"But, madam, your husband isn't going to smoke the box."

"I am aware of that, sir ; but it looks horrible to have some Spanish general's picture or some ballet dancer's physiognomy lying on the library table. I like this picture."

"But that's a different brand of cigars." "Couldn't you put these cigars in that box and the cigars in that box you could put----

"No, no; we are not permitted to do any such 'presto change' work in this hop. Here is a pretty box marked Henry Clay.' "

"But that is such a commonplace name. Haven't you any called 'Vivian de Haven' or 'Reginald Vere de Vere,' or some name of a higher rank ?"

"No, madam; we do not sell rank cigars in this place. There are no such brands. Do you wish the box you have in your hand ?"

TOBACCOS AND CIGARS

"I hardly know which cigars so take. These have such a strong scent. Haven't you any that emit a sweeter aroma ?"

The assistant answered abruptly :

"No; can I sell you anything ?"

"Well, I'll tell you what I'll do; if you'll just give me a sample of each, I'll let you know--

But just then the man slammed the, boxes back into their places, told the woman that she was in a cigar shop and not a drapery establishment, and advised her to go to some pork butcher's and get a few hams for her husband to smoke.

The woman went out to get a police man, but evidently got lost.-Tid Bits.

The Chemist's Analysis.

CHEMIST says he's analyzed a very good cigar,

And learnedly tells us just what its ingredients are;

Acetic acid, prussic, too, phenol and nic otine.

Some sulphuretted hydrogen, a dish of picolene,

Valerian acid and ammonia, so he wrote, With acid proprianic, and a trace of creosote.

But he didn't find the essence that will set a mind at peace,

And he overlooked the tincture that gives care a swift release;

He missed the oil of happiness that keeps the fire a-gleam,

And doesn't mention how the smoke will float you to a dream

Of happy days and good old friends, until in it you trace

The graces and the dimples of a well-

remembered face. The se

He didn't find the reason why so many fancies are

Wrapped up in such a package as that very same cigar ;

He found a small-sized drug store, but somehow he couldn't catch

The comfort that one can secure if he applies a match ;

And though he found the acids and the other queer-named stuff,

He couldn't trace the pleasure that there is in every puff.

Tobacco Notes.

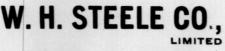
The W. H. Steele Co., Toronto, say that business since the holidays has been exceptionally good, the demand for pipes being especially satisfactory.



The Canadian Grocer

We are now offering at special

prices the finest assortment of pipes in Canada. Write us for copy of SILENT DRUMMER.



40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

D. McDougall & Co., Glasgow. Scotland.



This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

floor case on the market anywhere in the world to-day. A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than con-sult is about the very best and most modern display cases made especially for that line of business. In order '0 make a good display of, and to keep your cigars right it is necess sary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co. 53 Richmond St. East, . . TORONTO.

W. B. Reid & Co., wholesale tobacconists. Toronto, expect to have some unusual bargains in smokers' supplies at the conclusion of their stocktaking, now in progress, and the retail trade is asked to keep its eyes open for a forthcoming announcement.

In the fire at the National Chambers, Hamilton, on Friday last, the premises of The Consumers' Tobacco Co. were scorched to a slight extent. The loss was fully covered by insurance, and the damage in no way interfered with the transaction of business.

The Tuckett Cigar Co. report an immensely increased sale of the popular high-grade "Marguerite" cigar. The sales for some time past have steadily exceeded one million per month, and over eight million was the total output for 1901. Further comment is unnecessary ; these figures speak for themselves.

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



THE OFFICE



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voie

The Canadian Groces

DEVOTED TO THE

OFFICE STAFFS OF

BUSINESS ESTABLISHMENTS

THE OFFICE

DEBTORS WHO ARE SLOW BUT GOOD. By J. J. Rutka

ACH individual case usually requires different and separate treatments. We have on our books a few just such accounts, good but slow pay. In most cases we find that writing personal letters from time to time to the head of the firm of such an institution, and setting a definite amount which we want him to send at a stipulated time has the best results. As far as possible a personal interview is desirable. We find people of that kind frequently pay promptly in certain directions, while they let other accounts run along. This is often done, as we have discovered, in this way: A firm will pay the man who presents the best case, before they will pay the man that uses ordinary methods. We have a case of that kind on hand just now. A firm owed us an account. They are good for ten times the amount they owed. They did not pay us, because they claim we did not need the money as badly as some one else whom they owed. A personal interview, however, has resulted in making an arrangement with these people, whereby they have paid us a part immediately, and a stipulated amount every two weeks thereafter, so the amount is paid up, and it was done with the best of feelings on both sides, and they continue to send us their orders daily. We find that by adding interest to overdue accounts frequently helps the case.

We have found that coaxing letters, in most cases, are the best, and next to a personal interview, the most effective. In most cases we have pleaded that we were very hard up, and needed the money, and that has had its effect. We rarely ever find that a demand accompanied by a threat has ever done any good. It may help to collect an account, but it loses you a customer sure. Still there is now and then a cese where even a lawsuit has to be resorted to. We have also found that where a customer was good but slow pay that by holding up his orders, and writing him that, until he paid the old bills, his new orders would not be filled, has in some cases a good effect. You see, therefore, that there is no rigid or regular set form which can be followed in a cese of that kind.

We have a customer whom we consider good that will never pay a bill until the same is handed to a collector, or a justice of the peace, nor will he buy any goods after the account has been running sixty days until such an action is taken. This man will come to town regularly on receiving a notice from the collector, and pay his bill, and on the same day present the receipt at our office and buy more goods. We have repeatedly told him that we would not sell him goods at as close a price as if he paid in regular time, but it seemed to make little or no difference to him.

In this connection I wish to say that we have some customers who take extraordinarily long time, but are perfectly good, to whom we have written that if they continued to take such extra long time we would have to charge them more for their goods; and in making the invoice we add 5 per cent. to the net amount of the invoice, and write them with the invoice, saying, if paid in sixty days they can deduct the extra charge; if paid in ten days they can deduct the cash discount in addition to such deduction; but if the account runs more than sixty days the total charge will stand. We have found this method very beneficial in some cases. This method, however, has to be used with caution, as it will not work with everybody.

I find, however, that the coaxing method is perhaps, the very best one in ninety-nine cases out of one hundred.

USEFUL AUDITING DEVICE.

N many large business houses it is now the custom, according to The Bookkeeper, to send out at regular

intervals a notice similar to that appended, the object being to compare the ledger balances with those appearing on the books of the customers. It will be noted that a special stamped envelope is enclosed for the reply. which is usually directed to the business address of the accountant who has the audit in charge.

> Your debit balances on the books of this Com-

> This is sent not as a dun, but for the purpose of enabling us to verify our accounts and check up our books correctly. Please reply on form below, and return this sheet in stamped envelope enclosed. Your credit since above date are as follows:

Gentlemen :

Balance as shown above \$not correct.

Signed.....

A SIMPLE SUM IN ARITHMETIC.

C UPPOSE, says World's Work, a big company is organized and issues bonds and stocks on the following basis:

3

hings capitalized	The percentage of stocks and bonds represented by them
Real value	
Pure water	
Promoters' shares	
Increase over real value because of "fl	lush " times15

Now, what happens when the fabric of speculation is shaken? The 15 per cent. of "flush-times" valuation fades away; the 10 per cent. of promoters' profit shares are remembered and the public resents such a distribution of them; people begin to ask how much pure water went to the making of the whole organization-they recall everything, in fact, except the real value. The stock, therefore, that is really worth 25 per cent. of its par value, if honest management be assumed, falls far below 25 cents in the market.

This very elementary and simple "sum" in arithmetic, explains many " mysterious " things that have been happening in the stock market. Nothing is so hard to manage as a suspicious public; but whose fault is it that the public became suspicious?

Speculation runs away with industry for a time, but industry gets its revenge at last.

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THE OFFICE

The Canadian Grocer

THE MANAGER AND HIS MEN.

"A MANAGER must know his men through and through" remarks a writer in a contemporary. "He must

recognize their strengths and weaknesses, and act accordingly; one man may be extremely sensitive, another too conservative, another too susceptible to flattery and easily influenced.

"Another too free a buyer, another may be entirely incapable of appreciating figures, and so on, but each may be otherwise excellent. To get the best out of these men these special points of character must be considered.

"And then the development of these, the making of intelligent, thinking men and women out of inexperenced and immature lads and young women; the studying of the peculiar qualifications of each, and the placing of that one so that the peculair trait will count to his advantage and to that of the house; to encourage the earnest young woman who needs encouragement just at that moment, to bring down to the earth that young man who has been spoiled at home, and like poor Hetty in Adam Bede, of whom Mrs. Poyser said, ' She is like the cock who thinks the sun rises to hear him crow,' to watch the hundreds of points and factors in management of men is but part of the duty of each who is in charge of a large business.

"Then this same man must be an expert on figures and percentage, for after all a large business must in its figures depend almost entirely upon percentage. He must be able to look many ways at once, and must in a way keep in touch with the commercial news of the country in his spectral line. He must be broad, not narrow; quick, not slow; thoughtful, not impulsive; energefic, not mentally or physically lazy; conservative to that fine point of correctness, not hysterical; bold, not timid; agreeable and tactful, not antagonistic; approachable, not repelling; just, never unjust.

"He must be possessed of good common sense, good judgment, in order to hold the respect of those with whom he is constaly advising. If, for example, he is manager of merchandise, he must be a judge of merchandise and values, and must be a natural trader. If in charge of employes, he must be a quick judge of human nature and possess an ability to discover the qualities of each one's mental and physical self. If in charge of systems, an inventive mind is necessary, but with it is necessary also a practical mind, and one which quickly separates the good ideas from the faulty ones.

"To those who conduct the business as a whole comes the necessity of selecting a set of men, who, when selected, should really form a cabinet with whom to advise daily, hourly, concerning matters of moment. Then the chiefs of the business must frame a policy, a line of action, just as do the owners of a ship decide on her course and final harbor, and as the captain of the ship must direct the man at the wheel and guide her past the many dangers of the sea, so those who are responsible for the conduct of a business must push that business with greatest speed, but must watch its daily course, and must avoid sunken reefs and derelicts, must go slowly during the foggy times, and keep it steady when the storms threaten.

"A merchandising business is pre-eminently a business of infinite detail, and that man, no matter how capable and how energetic he may be, who undertakes to do it all alone will limit that business, just as every man's day is limited in the number of its minutes. The biggest man is the man who can most easily utilize the ability of others; so that retail business is best conducted, which can profitably unite to itself the greatest number of thinking, intelligent, active men and women, each one being, not a cog in the machinery, but an independent, self-confident unit, a member of the organization, a loyal and enthusinstic worker whose daily results bring respect and recognition. To obtain this, is a profession, science, or an art."

STOCKTAKING.

"B ETTER late than never'' is good advice as to stocktaking, as it is concerning many other things, remarks a contemporary.

A tradesman cannot tell his exact worth from his ledger, because he does not know what quantity of stock he has in his store. To know this it is necessary, periodically, to take stock or prepare a balance-sheet.

A balance-sheet is a condensed statement of the merchant's assets and liabilities, made out to show how his affairs stand, and what amount of money he has made since he began business or since the previous inventory.

His assets are the balances or moneys owing to him found on the debtor side of the accounts in the ledger the amount of cash he has in hand, the stock in the shop, the value of the goodwill and the fixtures, etc.

His liabilities are the balances or moneys owing by him found on the credit side of the accounts in the ledger. The difference between the assets and the liabilities is the amount of money he is worth.

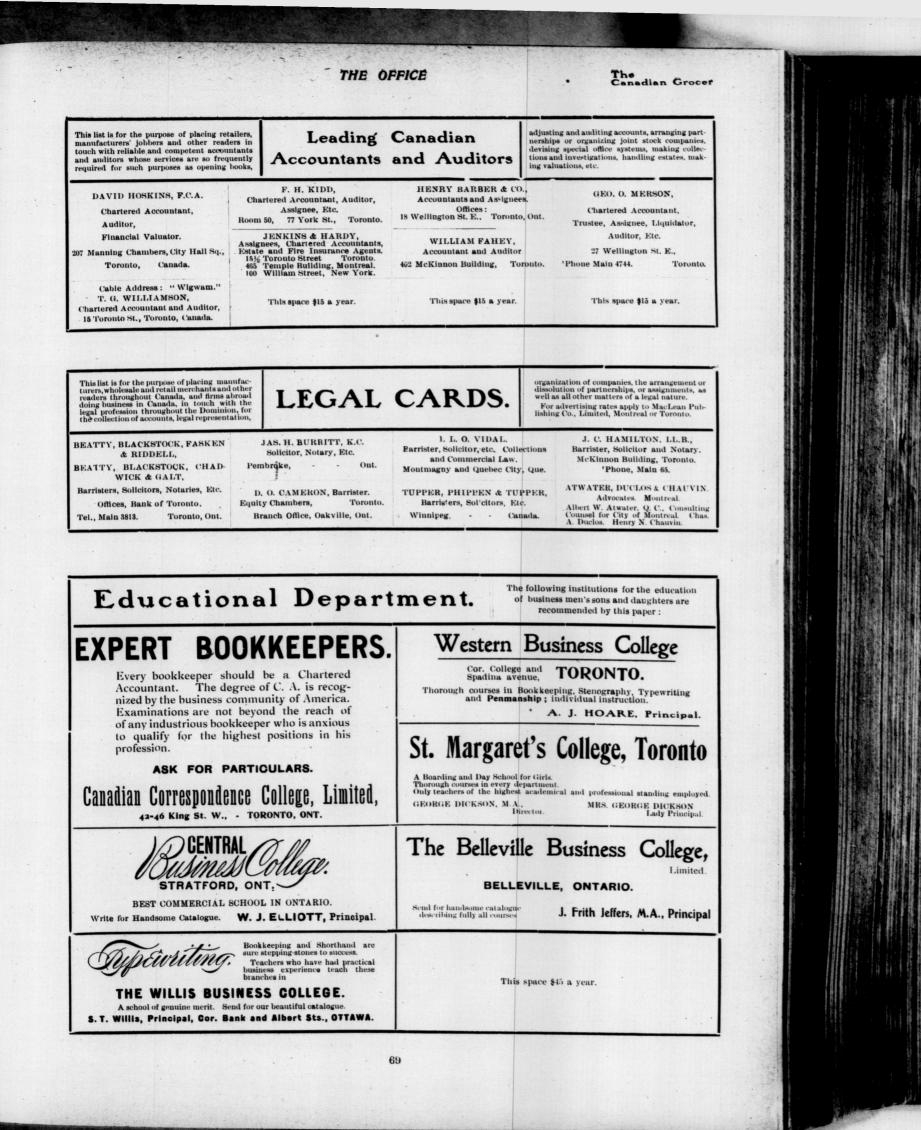
I preparing a balance sheet the first thing to do is to enter in a book kept for the purpose all goods in the store, and all goods lying to order of which the invoices have been received. The net cost price of every article should be put down, and the amounts carried out and added up, and the amount entered on the left-hand side of the balance-sheet as " stock."

The accounts owing by customers, which are found on the debtor side of their ledger accounts, are then added up, and the discounts, if any, deducted, and the net total entered on the same side of the balance-sheet as "book debts." The cash in hand should then be counted, and the amount entered on the same side of the balance-sheet as " cash on hand."

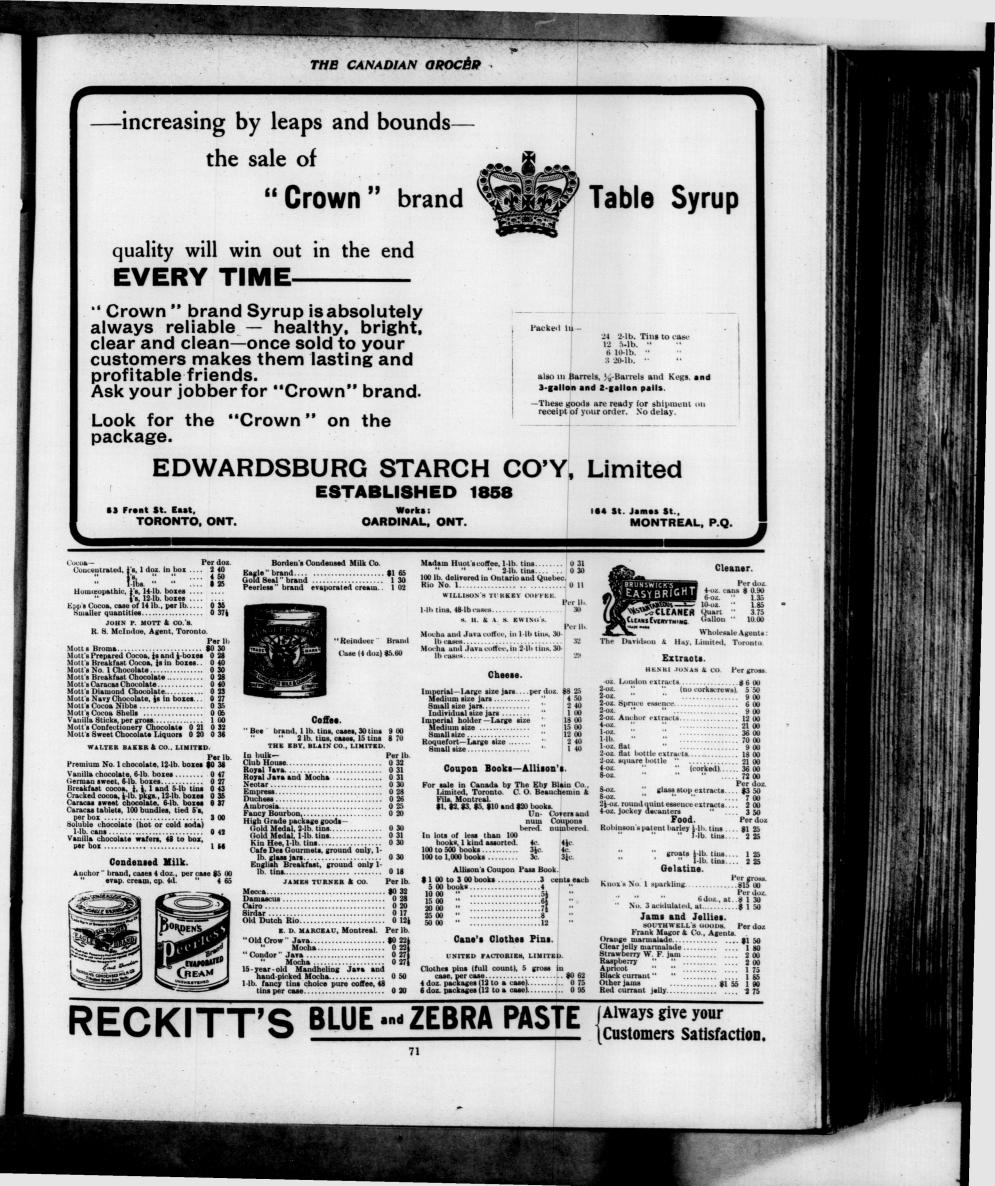
The value of the good-will and fixtures should then be put down. It is best to deduct from the value of the fixtures at the rate of 10 per cent. per annum at each successive stocktaking, so that at the end of ten years the fixtures will not be put down at all, as they will be worn out and have become worthless. If the tradesman has a banking account he puts down the amount of the balance in his favor on the same side of the balance-sheet. If he has money invested in property or any other securities, the amounts are also put down. All the above are called his assets.

On the other side of the balance-sheet he puts down his liabilities, which are the sum total of the amounts owing by him found on the ereditor side of the ledger, and any other moneys he may owe. Both columns are then added up, and the difference of the accounts is what he is worth.

By this means a tradesman can tell exactly what amount of money he has gained in a given period. Some authorities urge that stocktaking should be done every three months, but there are other houses that are satisfied with a half-yearly inventory, although many firms take inventory only once a year. The oftener the better, for it checks stealing and other leaks.







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	THE CAN
T. UPTON & CO.	TC "EMPIRE" BRAND.
Pure Fruit Jams- 1-lb. glass jars, 2 doz. in case, per doz. \$0 95 2j-lb. tin pail, 2 doz. in crate, per lb. 0 06 5 and 7-lb. tin pails, 8 and 9 pails to pails to pails to	Brunner, Mond & Co.
	Case 120 j-lb. pkts. (60 lb.),
7, 14 and 30-10, wood palls, 000	I case, \$2 70. R Case 96 10-oz pkts. (60 lb.)
7, 14 and 30-lb. wood pails,per lb. 0 06 Home Made Jams-	E Case 96 10-oz. pkts. (60 lb.), E case, \$2 80.
case and 74b cose per doz. 1 50 5 and 74b tin pails per doz. 1 50 0 09 7, 14 and 30-lb wood pails 0 09 0 0 BRAND & CO. 62 50 52 50 50 50	"MAGIC" BRAND. Per ca
BRAND & CO. Brand's calf's foot	No. 1, cases, 60 1-lb. packages \$ 2 7 No. 2, '' 120 1-lb. '' 2 7
Brand's calf's foot	No. 1, cases, 60 1-lb. packages \$ 2 7 No. 2, '' 120 1-lb. ''' 2 7 No. 3, '' \$ 00 1-lb. '' } 2 7
5-lb. boxes, wood or paperper lb. \$0 40 Fancy hoxes (% or 50 sticks) per box 1 25	No. 5 Magic sodacases 10010-oz. pkgs. 1 case
"Ringed" 5-lb. boxesper lb. 0 40 "Acme" pellets, 5-lb. cansper can 2 00	"BEE" BRAND.
" (fancy boxes 40) per box 1 50 Tar licorice and Tolu wafers, 5-lb.	"Bee" brand, 8 oz., cases, 120 pkgs. "10 oz., cases, 96 pkns. "16 oz., cases, 60 pkgs. \$2
Licorice lozenges, 5-lb, glass jars 1 75 20 5-lb, cans 1 50	" 16 oz., cases, 60 pkgs. 1 \$2
NATIONAL LICORICE CO. 5-lb. boxes, wood or paperper lb. \$0 40 Fancy boxes (36 or 50 sticks)per box 1 25 "Ringed" 5-lb. boxesper can 2 00 "Acme" pellets, 5-lb. cansper can 2 00 Tar licorice and Tolu wafers, 5-lb. cansper 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 1 45 Dulce large cent sticks, 100 in box	Soap.
Far (Democraticated)	A. P. TIPPET & CO., Agents.
Lye (Concentrated). GILLETT'S PERFUMED. Per case. \$3 60	Maypole soap, colorsper gross\$10 2 black
T case of 4 doz	Gloriola soap
Mince Meat.	Starch.
Wethey's condensed, per gross net\$12 00 per case of doz. net 3 00 Mustard.	EDWARDSBURG STARCH CO., LIMITED.
	No. 1 White or blue, 4-lb. cartor. \$ 0 0
COLMAN'S OR KEEN'S. D.S.F., 1-lb. tins	No. 1 " 3-lb. 00 Canada laundry
Durham 4-lb. jarper jar. 0 75 1-lb. jar	Silver gloss, 6-lb. tin canisters 0 0 Edward's silver gloss, 1-lb. pkg. 0 0
F. D., 1-10. tins	No. 1 White or blue, 4-lb. cartor 30 0 No. 1 "3-lb." 00 Canada laundry
HENRI JONAS & CO. Per gross. Pony size	Benson's enamelper box 1 25 to 2 5 Culinary Starch—
Imperial, medium	Benson & Co.'s Prepared Corn 0 0 Canada Pure Corn
Tumblers 12 00 Mugs 13 20 Pint jars 18 00	Rice Starch— Edwardsburg No. 1 white, 1-lb. car. 0 10 Edwardsburg No. 1 white or blue, 4-lb lumps
HENRI JONAS & CO. Per gross. Pony size	4-lb. lumps
Quart jars. 4 E. D. MARCEAU, Montreal. "Condor," 12.lb. boxes- j-lb. tins.	BRANTFORD STARCH WORKS, LIMITED
1-lb. tins	Ontario and Quebec. Laundry Starches
1-lb. jars	Canada Laundry, boxes of 40-lb. \$0 0 Acme Gloss Starch-
1b. tins	Achie of society of 40 lb 0 0 Finest Quality White Laundry- 3-lb Canisters, cases of 48 lb 0 0 Barrels, 200 lb 0 0 Kegs, 100 lb 0 0 Lily White Gloss-
4-lb. jars	3-lb. Canisters, cases of 48 lb 0 0 Barrels, 200 lb 0 0 Kegs, 100 lb 0 0
Olive Oil. Per case	1-lb. fancy cartons, cases 30 lb. 0 0 6-lb. toy trunks, 8 in case 0 0
Barton & Guestier's quarts	6-15. enameled tin canisters, 8 in case
Orange Marmalade.	Kegs, ex. crystals, 100 lb 0 0 Brantford Gloss- 1-lb. fancy boxes, cases 36 lb \$0 0
THE EBY, BLAIN CO., LIMITED. 'Anchor" brand, 1-lb. glass	Canadian Electric Starch— Boxes of 40 fancy pkgs., per case 2 50
T. UPTON & CO.	Celluloid Starch— Boxes of 45 cartons, per case 3 4 Culinary Starches—
1-lb. glass jars, 2 doz. caseper 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	Challenge Prenared Corn-
CLEMES BROS. Pure fruit stock-	1-lb. packages, boxes 40 lb 0 00 No. 1 Brantford Prepared Corn- 1-lb. packages, boxes 40 lb 0 00 Crystal Maise Corn Starch -
10-oz. glass jars, 24 doz. case per doz. \$1 00 16-oz. glass jars, 2 doz. case 1 50	1-lb. packages, boxes 40 lb 0 0 ST. LAWRENCE STARCH CO., LIMITED.
In 5-lb. tins per lb. 09	Ontario and Quebec.
Pickles.	Culinary Starches— St. Lawrence corn starch, 40 lb00 Durham corn starch, 40 lb
A. P. Tippett & Co', Agents. Coment stoppers (pints) per doz. \$ 2 30 Corked 1 90	No. 1 White, 4-lb. cartons, 48 lb. 0 06
Corked 1 90 Sauces.	No. 1 White, 4-lb. cartons, 48 lb. 0 06 200-lb. bbl. cartons, 36 lb. 0 0 200-lb. bbl. 0 0 200-lb. bbl. 0 0 200-lb. bbl. 0 0 200-lb. kegs. 0 0 Canada Laundry, 40 to 46 lb. 0 1 -lb. fancy, 30 lb. 0 0 1 -lb. fancy, 30 lb. 0 0 Patent starch, 1-lb. fancy, 32 lb. 0 0 Patent starch, 1-lb. fancy, 32 lb. 0 0
BRAND & CO. Worcester	Canada Laundry, 40 to 46 lb 0 0 Ivory Gloss, 8-6 family pkgs., 48 lb 0 0
Tomato catsup 2 60 Mayfair relish 2 60 Indian chutney 1 75 Indian chutney 1 75	Ivory Gloss, 8-6 family pigs, 84 lb 0 0 1-lb. fancy, 30 lb 0 0 "large lumps, 100-lb kegs 0 0 Patent starch, 1-lb. fancy, 28 lb 0 0 Akron Gloss, 1-lb. packages, 40-lb. 0 0
Mango 225 A 1 1 70 2 60 3 15	Akron Gloss, 1-lb. packages, 40-lb. 0.0
Soda.	1
COW BRAND. Case of 1-lb. contain- ing 60 pkgs per	CHINESE STARCH
ing 60 pkgs., per	WORK OCEAN MILLS.
box, 33 00. Case of 3-b. (con- taining 120 pkgs. per box, \$3 00. Case of 1-b. and 3- b. (containing 30	Gold gold gold gold gold gold gold gold g
	per cent.
The and 60 g-10. pkgs), per box, \$3 00. Case of 5c. pkgs. (containing 96 pegs.), per	E
boz, \$3 00.	

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"EMPIRE" BRAND.	Stove Polish.	"Condor" IV 90-ib. "
Brunner, Mond & Co. Case 120 1-1b. pkts. (60 1b.), per	GRISING SUNT	XXXX 30-ib. 0 25 XXXX 30-ib 0 26 XXX 80-ib 0 22
case, \$2 70.	POVE POLISH	"XXX 30-lb. " 0 23 "XX 80-lb 0 20 "XX 30-lb. " 0 21
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.	For durability and tor cheapness this prepa -	XX 90-lb
"MAGIC" BRAND.	ration is truly unrivalled.	Black Teas - "Nectar" in lead packets Green Labelretails 0 26 at 0 20
Per case.	Per gross.	Green Label
	Rising Sun, 6-oz. cakes, 1-gross boxes \$\$ 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	Fancy tins-Chocolate, 1-lb 0 324
sodacases 10010-oz. pkgs.	Sun Paste, 5c. size, § gross boxes 5 00	" " - Maroon, 1-lb 0 50 " " - Maroon, 1-lb 1 56
2 85 2 75		"Condor" Ceylon black tea in lead packets Green Label, is, is and is,
"BEE" BRAND. d, 8 oz., cases, 120 pkgs.) Per	STOVE POLISH	60-lb. casesretail 0 25 at 0 20 Grey Label, ‡s, ‡s and 1s, 60-lb. casesretail 0 30 at 0 23
10 oz., cases, 96 pkns. case 16 oz., cases, 60 pkgs. \$2 75		
Soap.	DUSTLESS, LABOR SAMAS, BEST IN THE WORLD.	60-Ib casesretail 0 35 at 0 26 Blue Label, is, is and is, 50-Ib casesretail 0 40 at 0 30 Red Label, is, is and is, 50-Ib casesretail 0 50 at 0 34 White Label, is, is and is, 50-Ib casesretail 0 50 at 0 34
P. TIPPET & CO., Agents.	Syrup.	50-15. casesretail 0 50 at 0 34 White Label, is, is and 1s, 50-15. casesretail 0 60 at 0 40
p, colorsper gross\$10 20 black	"CROWN" BRAND PERFECTION SYRUP. Per case.	Black Teas - "Old Crow" blend-
p " 12 00 blish " 10 20	Enomelled ting 9 deg in case 99 40	Bronzed tins of 10, 25, 50 and 80-lb. No. 1 per lb. 0 35 No. 2
Starch.	Plaineneed tink, 2 doz. in case 4 to Plain tins, with label— 2 lb. tins, 2 doz. in case 1 90 2 lb. tins, 2 doz. in case 2 35 10 1 " 2 25 20 1 " 2 25 20 1 " 2 10	No. 2
BURG STARCH CO., LIMITED. arches— per lb.	5 " 1 " " 2 $3510 " 1 " " 2 2520 " " 2 10$	No. 5 " 0 174 LIPTON'S TEA (in packages).
hite or blue, 4-lb. cartor \$ 0 06 3-lb. 0 06	(10 and 20 lb. tins have wire handles.)	libs & Schi Color of 108.1 lbs. for
laundry	TOAS.	Label. per per per lb. lb. lb.
oss, 6-lb. draw-lid boxes. 0 071 oss, 6-lb. tin canisters 0 075 s silver gloss, 1-lb. pkg. 0 075 er gloss, large crystal 0 065 s satin, 1-lb. cartons 0 075 bite, blie, and here 0 075	SALADA CEYLON. Wholesale. Retail.	Ceylon-India, Ex. ch'st A Yellow 45 47 70 B Red 40 42 80 No. 1 C Pink 35 37 50
enamelper box 1 25 to 2 50	Brown Label 1's \$0.90 \$0.95	" 2 C Orange 28 40 " 3 C L. Blue 22 30 " 4 C L. Green 20
urch— & Co.'s Prepared Corn 0 063 Pure Corn 0 051	Green Label, 1's and i's 0 21 0 22 0 30 Blue Label, 1's, and i's 0 30 0 40 Red Label, 1's, and i's 0 36 0 50 Gold Label, i's 0 40 0 40	1
burg No. 1 white, 1-lb. car. 0 10 burg No. 1 white or blue,	Red Label, 1's and 1's 0 36 0 50 Gold Label, 1's 0 44 0 60	Tobacco. The empire tobacco co., limited.
imps 0 081 id, cases, 64 packages 5 00		
RD STARCH WORKS, LIMITED Ontario and Quebec.	KOLONA Ceylon Tea, in 1 and 1-lb. lead	Smoking-Empire, 33, 5s. and 10s
Laundry, boxes of 40-lb. \$0 05	PURE CEVLON TEA packages, black or mixed.	"109 oz. bars, 65 0 44 "Currency, 12 oz. bars, 125 0 47 "645. and 12'5 0 47
loss Starch— urtons, boxes of 40 lb 0 051 Quality White Laundry—		 Old Fox, narrow, 12s
uanity white Laundry anisters, cases of 48 lb 0 06 8, 200 lb 0 051 0 052	Black Label, 1-lb., retail at 25c \$0 19 1-lb., 0 20 Blue Label, retail at 30c 0 22	" Fair Play, 8s. and 13s 0 53
100 lb 0 05 ite Gloss	Red Label. " 50c 0 35	Vinegars.
nameled tin canisters, 8	Orange Label, " 60c	E. D. MARCEAU, Montreal. Per gai. EMD, pure distilled, highest quality \$0 30
se0 07 ex. crystals, 100 lb 0 06 d Gloss—	antina and an and a second second	Condor, pure distilled
ncy boxes, cases 361b \$0 071 n Electric Starch— of 40 fancy pkgs., per case 2 50	THE MARY RAM LAL'S	GRIMBLE'S MALT.
Starch— of 45 cartons, per case 3 40 arches—	AN MANUFACTURED ON THE	Bulk, ‡-casks, 25 gals
e Prepared Corn— uckages, boxes 40 lb 0 05 antford Prepared Corn—	AS MANUFACTURED ON THE	Washing Powder.
Ackages, boxes 40 lb 0 062 Maise Corn Starch -	Cases, each 60 1-lb \$0 35	FAIRBANK'S GOLD DUST.
Ackages, boxes 40 lb 0 062 ENCE STARCH CO., LIMITED.	" 60 1-lb}	Five cases assorted— 24 25c. packages
Ontario and Quebec. arches—	Contraction of the	24 25c. packages
rence corn starch, 40 lb 0 062 corn starch, 40 lb 0 051 rches	LUDELLA CEYLON, 1'S AND 1'S PKGS.	Cane's Woodenware.
hite, 4-lb. cartons, 48 lb 0 06	Blue Label, 1's \$0 181 \$0 25 Blue Label, 1's 0 19 0 25	UNITED FACTORIES, LIMITED.
200-lb. bbl 0 051 100-lb. kegs 0 051 Laundry, 40 to 46 lb 0 05	Orange Label, 1's and 1's 0 21 0 30 Brown Label, 1's and 1's 0 28 0 40	Washboards, Victor
oss, 8-6 family pkgs., 48 lb 0 071 1-lb. fancy, 30 lb 0 071 large lupps 100.lb kags 0 061	Brown Label. 1's 0 30 0 40 Green Label, 1's and 1's 0 35 0 50 Red Label, 1's 0 40 0 60	" Improved Globe 1 60 " Standard Globe 1 70
3-10. cartons, 36 10 0 06 200-1b. bbl 0 05 100-1b. kegs 0 05 Laundry, 40 to 46 1b 0 05 5ss, 8-6 family pkgs, 48 1b 0 07 1-1b. fancy, 30 1b 0 07 large lumps, 100-1b kegs 0 06 tarch, 1-1b. fancy, 28 1b 0 07 loss, 1-1b. packages, 40-1b. 0 05 2	"CROWN" BRAND.	" Superior Sld. Bk. Globe 2 00 "Superior Sld. Bk. Globe. 2 15 Jubilee
	Wholesale. Retail. Red Label, 1-lb. and is\$0 35 \$0 50 Blue Label 1-lb and is\$0 40	Washboards, Victor. \$1 35 Crown. \$1 45 Improved Globe. 1 60 Standard Globe. 1 70 Original Solid Globe. 2 00 Buperior Sid. Bk. Globe. 2 10 Jubilee. 2 10 Pony. 0 95 Diamond King (glass). 3 10 Thbs, No. 0. 10 50 " 2 7 50 Pails, No. 1, 2 hoops. 1 75 1 15
CHINESE	Blue Label, 1-lb and 1s. 0 28 40 Green Label, 1-lb. 0 19 0 25 Japan, 1s 0 19 0 25	* * 1
WEIGHT Chinese starch.	Japan, 18 0 19 0 25 E. D. MARCEAU, Montreal.	Pails, No. 1, 2 hoops 1 75 1 90
Gold per case of 4 doz., \$4, less 5	Japan Teas-	Teast.
per cent.	"Condor" I 40-lb. boxes	Royal yeast, 3 doz. 5c. pkgs. in case \$1 00 Gillett a cream yeast. 3 doz.
	"II 40-1b. bozes	Royal yeast, 3 doz. 5c. pkgs. in case \$1 00 Gillett scream yeast, 3 doz. 5c 1 00 Jersey cream yeast cake, 3 doz. 5c 1 00 Victoria 3 doz. 5c 1 00

AA 40 Japan, 70 lbs., 0 30 Victoria

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24 25c. pa	ckage		 	 	84	66
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Frei	tht pr	epaia.				

Voodenware.

		Per doz
Washboards.	Victor	\$1 35
,	Crown	1 45
	Improved Globe	
44	Standard Globe	
"	Original Solid Globe	
"	Superior Sld. Bt. Globe.	
	Jubilee	
**	Pony.	
Diamond Kin	ng (glass)	3 10
Tube No 0		10 50
" " 1		
Paula No 1	2 hoops	1 75
1 6110, 140. 1,	2 10000	1 90
1	Terret	
	I CESL.	

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