

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



COLMAN'S MUSTARD



BEST ON EARTH

Plum Pudding Time



is here, and here to stay as long as you have the right plum pudding. Don't go groping about in the darkness of doubtful makes. Take hold of our

Plum Puddings in Key Tins

1 and 2-lb. Packages

You'll find them as good as our biscuits and just as popular—that's saying a good deal.

DROP US A LINE FOR A TRIAL DOZEN.

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

We find this brand of Table and Dairy



Because

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In FLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Siraps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 24-lb. boxes Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.



The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:

Melbourne, - - - Fink's Buildings.
Sydney, - - - Post Office Chambers

AMERICAN OFFICES:

New York, - - - Park Row Building.

BRITISH OFFICES:

London, - - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

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

British West Indies

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

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

Pickford & Black - Halifax.

Griffin & Skelley's Dried Fruits.

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

Prunes.

"Griffin" Brand.

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

"Easter" Brand.

Seeded Raisins.

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

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

It is better to buy good wrapping paper that will not tear easily. The

GOOD QUALITY

of our papers commends them to all merchants who want strong, durable wrapping papers.

— **MADE IN CANADA** —

Full Count. Full Weight.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

MOTT'S
DIAMOND
CHOCOLATE.

IS THE **BEST.**

JOHN P. MOTT & CO.
HALIFAX, N.S.
ESTABLISHED 1844

For Sale Everywhere.

—:—

ASK FOR

MOTT'S.



Downweight is a Thief

Stealing Your Profits Every Time You Use Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops the giving of **DOWNWEIGHT**. It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

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

James Ewart

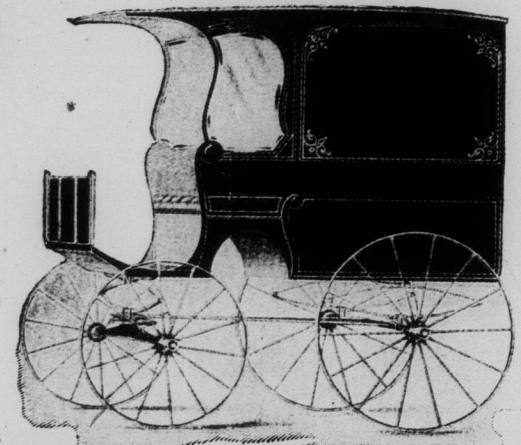
MANUFACTURER OF

High-Grade Delivery
WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188



JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "

The
Dominion Canister Company
 Limited
 MANUFACTURERS OF

The "Perfection" Canister

SOME OF ITS ADVANTAGES :

1. It has the new friction or "penny" top and the cap can be made in sizes to suit customers.
2. If you use it, you do not give "down" weight.
3. Your advertisement on a neat label on every package you sell.
4. It's neat ; it's attractive ; it's cheap ; it's best.

WRITE FOR SAMPLES. GET PRICES.

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

**T. A.
 Lytle's
 Mince
 Meat**

is the kind that makes the Christmas cook and the grocer good friends. Good Mince Meat is important, and the grocer who wants a good trade will furnish T. A. Lytle's established brand, which is always reliable as being fresh and wholesome.

Put up in convenient sized fibre and wooden pails.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

TILLSON'S

28

10 Kinds of Flour

8 Kinds of Cereal
 Breakfast Foods

10 Kinds of Feed

The "all-around"
 equipped Cereal
 Milling Plant of
 Canada.

And all the best of
 their kind

THE TILLSON CO., Limited,
 Tillsonburg, Ont.

JAPAN TEA



JAPANESE TEA-HOUSE GARDEN.

JAPAN TEA is most assuredly the tea par-excellence for those who appreciate delicacy of flavor and purity. It has all the qualities that combine to make a perfect tea.

It is always clean and wholesome, for the soil and climate of Japan are peculiarly adapted to the growth of the tea plant in perfection.

**Merchants everywhere in Canada are selling it.
Are you?**

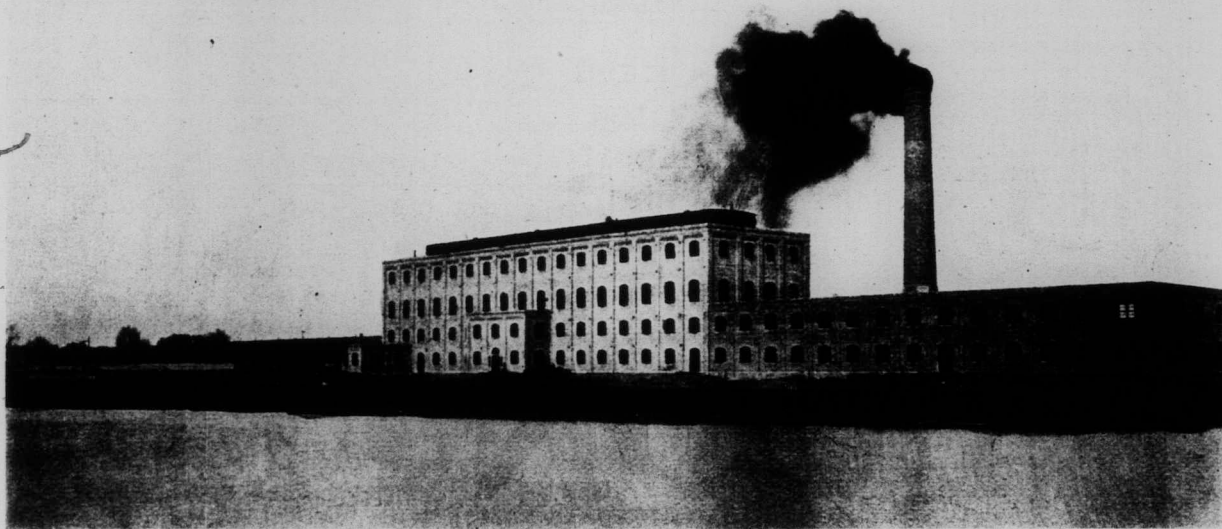
**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life
Building Annex.

Tel. Main 4142. MONTREAL, CANADA.

STANDARD GRANULATED SUGAR.

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



New 700-ton Beet Sugar Factory of the

WALLACEBURG SUGAR CO., LIMITED
at WALLACEBURG, ONT.

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

CEYLON TEA

BLACK AND GREEN

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

CEYLON TEA

BLACK AND GREEN

is
the
most
satisfactory
and
profitable
tea
to
sell.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,
LIMITED
PORT CREDIT, ONT.

THE AUER GAS LAMP.

" TURNS NIGHT-TIME INTO DAY-TIME. "

New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

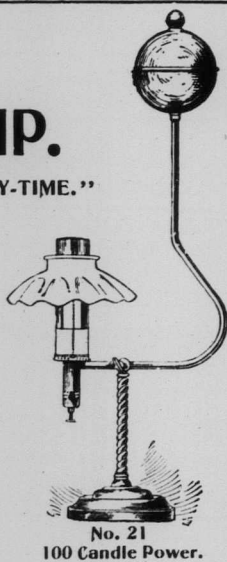
Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

*If interested send for Samples and Prices.
Wholesale only.*

...THE...

Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

IN STORE **Comadre Figs,** ^{In} **TAPNETS**

Choice Eleme Figs, 2 to 2 $\frac{3}{4}$ inches.
10, 20 and 24-lb. boxes.

ARRIVING: Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3 $\frac{3}{4}$ c. A rare chance. Price subject to advance at any moment.



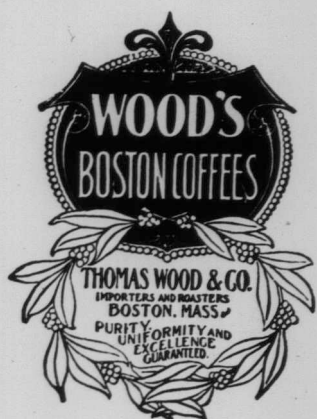
W. H. GILLARD & CO.,

Wholesale Grocers,

HAMILTON.

NOT A VENTURE!

Established brands, with a reputation based on Highest Merit.



WOOD'S COFFEES

Everywhere acknowledged to be most successful in Increasing Sales, Enlarging Profits, and Extending its Popularity.

If you are not satisfied with the amount of Coffee you are selling, this is your opportunity.

THOMAS WOOD & CO., 428 St. Paul St., Montreal

We Want Your Trade

Yes, that's what we're in business for, providing you are a cash buyer.

You see: the success of the Grocer is our success. He is the only channel through which we can hope to increase our trade. Every day of the week it is our constant study to procure and supply absolutely the best possible value in groceries.

“U and Q” is a guarantee of value.

Currants, “Unity and Quality” in $\frac{1}{2}$ -cases.

Coffee, “ “ “ Blend, the richest and best drinking obtainable, always uniform.

Samples and quotations upon application.



Grocers' Wholesale Company,

We are free sellers and desire correspondence with independent buyers.

Limited, Hamilton.

The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI.

MONTREAL AND TORONTO, DECEMBER 12, 1902.

No. 50.

ADVERTISING CHATS.

By A. B. Caswell.

IN my last chat with the retail advertiser I endeavored to impress upon him the importance of securing the confidence of his customers. This, as I said, is to be done by advertising only goods which possess merit. Or, if wishing to sell out something which is of inferior quality, to state the fact in plain language. In general—backing up plain statements with honest goods.

Having once secured the confidence of the public as an advertiser who means business, the hardest part of the work is over, so far as the merchant is concerned. So much newspaper space is used in advertising fakes and frauds, imaginary bargains, and so on, that the public are skeptical, especially of statements which are painted too brightly. Be careful, then, to clothe your remarks in language which contains simple statements of facts. Do not let them be too staid, however. Give them color enough to attract attention and to keep it.

GREAT REFORMS COME SLOWLY.

I have said that having once gained the confidence of the public the hardest part of the work is over. So it is, but do not imagine that this can be done without a great deal of patient and persistent effort. Do not expect to do it by one advertisement, or two, or five, or perhaps even ten. Great reforms come slowly. It is a great reform to win a customer from some store, where he has been dealing for years, perhaps, and where he is fairly well if not entirely satisfied with the treatment he has received. It is a great reform to get people to buy goods which they do not want at all, or, some other article in preference to goods which they do want. But such reforms as these have been made, and many more equally great, if not greater, directly through the medium of good advertising. Do not get discouraged if results do not come at once. The names of the victims of one or two insertion advertising is legion, while the names of those who have built

up splendid businesses from judicious and persistent advertising is spelled with the same letters.

PERSISTENCY THOU ART A JEWEL.

Take it in your own business. The salesman for some manufacturer or wholesaler calls eleven times, and the twelfth time he gets an order. Isn't it so? A good salesman expects to do it. It's tiresome, and it looks like time and money wasted, but he knows it isn't. He is

The eleven calls were advertising. An advertisement may go eleven times to the public before it convinces them, but if it is a good advertisement of a good article or commodity in a good newspaper, it will accomplish the result in time. It's a certainty—it has been proven. The old saw, "Consistency, thou art a jewel," would read equally as well if the prefix in the first word was spelled PER.

DO NOT CROWD YOUR SPACE.

Do not try to put too much matter into your advertising space. If you do you are going to lose your chance of inviting custom. The public, unless they are tremendously interested, are not going to wade through a mass of small type. If you cannot condense your matter so as to look well in your regular space, take a little extra space (the publisher is always glad to supply it pro rata) and give the ad. a chance. Look at this also the same as you would in your own business. You would never think of trying to put a peck and a half of apples into a peck measure, or five quarts of coal oil into a gallon can. Yet, many a merchant expects a printer to crowd 100 lines of matter into a 200 or 300 line space, and feels disappointed if the result is not a success.

Make your sentences short and crisp. Imagine you have your prospective customer already on the other side of the counter. Rub it in hard; but be quick about it. They will like you better for it.

THE PREPARATION OF COPY.

If at all possible prepare the copy yourself, or, if not, leave the preparation in the hands of some competent person, always, however, personally supervising the work. Do not leave the preparation of copy to your office boy, who is probably in a hurry to get home and has a variety of other matters to attend to, of which the ad. is to his mind the least important. If your office boy is your ad.



TO
Your Friends
IN THE
Old Country

Scotland
England
Ireland

Special Holiday Offer

We will deliver to "any address" in Scotland, England, or Ireland, a dozen or half a dozen of our Imperial Cheese, without one cent of charge beyond the regular price, viz.: 10c., 25c., 50c. per jar. This is an opportunity to give Old Country Friends a Holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friends.

Prices: Individual size jar, 10c. per jar, \$1.20 per doz.
Small " " 25c. " " 3.00 " "
Medium " " 50c. " " 6.00 " "

All Delivery Charges Paid by Us

Write addresses plainly to avoid mistakes.
Make Post Office or Express Orders payable to

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

All orders must be in our hands by December 31st, so as to insure delivery by Xmas.

A GOOD AD.

pleasant about it and persistent and patient.

By and by the merchant says: "That fellow must have a good thing, or he wouldn't stick at it so well. I'll try a little anyway."

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN
CAKES
WELL KNOWN AND RELIABLE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

SUN PASTE
STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

IN TINS
GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors. Canton, Mass.

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

expert, and he is no better than the general run of office boys, you may expect to get "office-boy" results, probably \$2 or \$3 per week. The most successful advertisers to-day are those who devote a part of their own time to their advertising, giving it the same attention they would any other detail of their business. I know one large and successful merchant, who, if he does not get time during the day, sits up half the night, if necessary, to prepare his advertisement. Often our best ideas come to us in the "wee sma' hours," and this reminds me of a gentleman friend of mine of a literary calling, who keeps a pencil and writing pad by the head of his bed all night, and who, whenever an idea strikes him in a waking moment, immediately feels for the pad and jots it down roughly in the dark. In this way he has received and kept for use many of his brightest inspirations.

TOM PEPPER'S ADVERTISING EXPERIENCE.

By G. H. Tullhove, Woodstock, Ont.

Tom Pepper launched out on the rough sea of trade.

With a nice little stock in a nice little store,
With the saving of years the whole stock was paid,
And Tom had a chance as few men had before.

The days passed by and he did fairly well,
But the trade didn't grow as he thought;
Each one that came he would generally sell,
But the crowd didn't come as they ought.

Bye-and-Bye Tom grew troubled and downhearted
got,

His shelves were a playground for flies;
He didn't feel better when a friend said he ought
To "spruce up" and then "advertise."

"Advertising costs money—won't do any good,"
He said, "All the folks know I'm here—
They know I sell groceries—all kinds of food,
And an ad. will not help me, I fear."

At last by much coaxing and talk,
(Even Tom's wife was surprised)
That week he arranged and cleaned up his stock,
And the next, for a change, advertised.

Each week his ad. in The Echo was seen,
And then people came to the store,
Now Tom is brighter than he's ever been,
And his worst business troubles are o'er.

THE MONTREAL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Grocers' Association, which was held on December 4, was an interesting one, and a good amount of business was put through.

The president of the Association, Ald. R. Turner, occupied the chair, and was called upon to refute certain statements regarding trading stamps, which it was alleged he had made. Before the charter committee, in November, when introducing a deputation of grocers, it was said that he had spoken of the trading-stamp system as a "species of gambling," and that the stamps cost the trader \$20 to \$25 per week, the amount coming out of the pockets of the consumer, by reason of an inferior article being supplied, or words to that effect. Ald. Turner denied having made these statements.

The delegates of the Association who had interviewed the charter committee in regard to the movement to abolish the trading stamps brought in their report; and the grocers will now endeavor to obtain the assistance of merchants in other lines of trade, all the trade associations affected by them making a combined effort to do away with the trading-stamp business.

The meeting decided to get out a calendar, marking the dates of the regular meetings of the Association. This will serve to jog the memories of those members who are apt to forget the meetings. Messrs. Dixon and Bigaouette are the committee to look after this. Advertising space will probably be rented, and with this assistance the proposed calendar will probably be a very good one.

The fee of \$55 for the transfer of grocers' licenses came up for discussion. It was shown that this fee is too high to serve the purpose, and that under it many preferred to sell out their business without any transfer of license, thus leaving the

Government nothing. The fee formerly charged was \$20, which could be easily collected on an ordinary transfer, and it was decided to ask the Provincial Treasurer to restore the \$20 fee.

To the president, Ald. Turner, was left the question of sending a delegate to the Quebec Legislature. The meeting was adjourned to the first Thursday in February.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. The proprietors of certain saddle and harness preparations, boot and shoe blackings and polishes, embrocations and horse powders, are seeking to extend their business with Canada, and contemplate appointing a representative in the Dominion.
2. A firm of spinners of carpet, hosiery and coating yarns is desirous of doing a Canadian trade, and wishes to get into touch with carpet and hosiery manufacturers in Canada.
3. A London firm of general import and export merchants desires to get the representation of a few good Canadian houses whose goods are likely to sell in large quantities if properly pushed.
4. Inquiry is made again for names of Canadian exporters of fruit pulp.
5. A firm of bedstead makers is open to buy wood frames, of Canadian manufacture, for wire mattresses.
6. A North of England firm is looking out for a good Canadian house which would take up the agency for a special line of cycle oils in tins, as well as Scotch glue, gelatine, etc.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

GOOD IDEA.

Good taste has been shown in the advertisement which L. Chaput, Fils & Cie are sending out to purchasers of Gonzalez & Co.'s cognac. It is an article that will be appreciated, and is being given as a present to their customers.

THE ONLY YEAST WITH CREAM IN IT

CALIFORNIA

LOOSE

MUSCATELS

2, 3 and 4 Crown.

Mat Figs,

Malaga Fruit

ALL CHRISTMAS GOODS.

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

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

OUR LEADER THIS WEEK—Matches—no better on the Market.

"Royal" Match, the big 15c. Box—per case of 40 Boxes	\$3.25
"Imperial" Matches, 144 5c. Boxes	5.25
"Crown" Parlor Matches, per gross case	1.50
"Duke of York, Impregnated Match (no sulphur) 1 gross case	1.60

We prepay freight on 5-case lots.

WRITE, PHONE OR WIRE. LOOK OUT FOR OUR AD. OF NEXT WEEK!

LUMSDEN BROS., HAMILTON AND TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

Fruit Jars, Season 1903

Now is the most opportune time to book Fruit Jars for the coming year; our travellers will give you full particulars of prices, dating, etc., etc.

For our Western friends in New Ontario, Manitoba, the Territories and British Columbia, our representatives will arrange car rates, 5th class, to the usual distributing centres.

Send us your requirements, either through our travellers, when they call, or by mail direct. Our Western friends will require to do so by mail at once to

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM.

NUTS

Now in
Store

TARRAGONA ALMONDS, New
GRENOBLE WALNUTS, New
SHELLED ALMONDS, New
SHELLED WALNUTS, Fresh Shelled

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

TORONTO RETAIL GROCERS' ASSOCIATION.

Arrange for their "At-Home," Nominate Officers, Etc.

THE Toronto Retail Grocers' Association held their monthly meeting in St. George's Hall, Elm street, Toronto, on Monday evening, December 8. David Bell was in the chair.

It was reported that after all expenses were paid the amount of money realized from the excursion held last July was \$102. This, on motion, was ordered to be added to the general fund of the association.

Two new members were proposed, F. Little, grocer, Avenue Road, and A. W. Cooper, grocer, Wellesley street, Toronto, and their names were put on the list for admission at the next monthly meeting.

It was decided to hold some time early next year the annual "At-Home" of the association, and a committee consisting of R. Bailey Snow, R. H. Davies and F. Thorne was appointed to attend to the preliminary business in connection therewith and report at the next meeting.

The rest of the evening was taken up with the nomination of officers for the coming year. The following were nominated:

President—D. Bell (acclamation).
Vice-President—F. W. Johnson, B. Panter, W. McLean, F. Thorne, T. Clarke.
Treasurer—A. E. White, B. Panter, R. B. Snow, T. Clark.

Executive—W. T. Cotte, John Butcher, R. H. Davies, W. J. Sykes, R. B. Snow, D. Whetstone, W. McLean, F. W. Johnson, B. Panter, J. Burns, W. H. Marmion, D. W. Clark.

Trustees—A. E. White, J. Bond, F. S. Roberts.
Auditors—F. W. Johnson, W. T. Cotte, B. Panter, A. E. White, J. Burns, H. Kelly.

The election and installation of officers will take place the next night of meeting, the second Monday in January.

There being no other business the meeting adjourned.

ART ENGRAVINGS.

Hudon, Hebert & Cie are sending out to their customers 10,000 large photographs of Their Majesties the King and Queen, which are entirely free from advertising matter, well printed on heavy calendered paper and suitable for framing. Indeed, each of them is well worth a frame, and all recipients will prize the

pictures highly. Should there be any left when the firm's customers have been supplied any reader of this paper will be gladly forwarded a copy if Messrs. Hebert & Cie are notified by a card that one is desired. The engravings are from the latest portraits of King Edward and Queen Alexandra.

NEW GRAIN EXPORTING COMPANY.

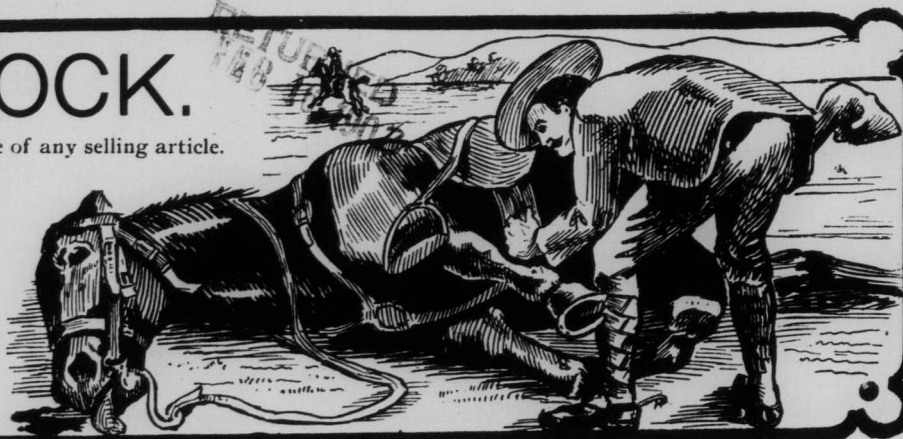
A new limited stock company has been organized by H. D. Metcalfe, J. J. Riley, jr., C. P. Metcalfe, J. E. Riley and H. H. Snowden to carry on a grain exporting business, merging the old company of H. D. Metcalfe & Co. into a new one, to be called The H. D. Metcalfe Company. H. D. Metcalfe, besides being a well-known member of the Montreal Board of Trade, is an ex-president of the Corn Exchange Association. J. E. and J. J. Riley are old marine insurance men.

The capital stock of the new company is \$100,000, divided into 1,000 shares of \$100 each. The officers are: President, H. D. Metcalfe; vice-president, J. J. Riley, jr.; secretary-treasurer, H. H. Snowden. Later on, the company intend to extend their business considerably.

DEAD STOCK.

It will pay any grocer to push the sale of any selling article. Avoid unknown brands, they only give your customers dissatisfaction if sold.

MacLaren's Imperial
And
MacLaren's Roquefort
Cheese are quick sellers and good pleasers.



IF SHORT OF ANY REQUIREMENTS FOR YOUR CHRISTMAS TRADE

WRITE
WIRE OR
PHONE

Prompt Shipment
Assured

At Our
Expense

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

SUGAR SITUATION.

WILLET & GRAY say of raw sugar: "A feeling prevails everywhere that the prevailing conditions relating to sugar are sufficiently strong to warrant further advances. To what extent these advances may be carried is uncertain, but we should say that at around 4c. per lb. for centrifugals considerable large supplies will come on the market even from Cuba, in spite of any disposition that may be shown there to await for reciprocity action by Congress, which may not be definitely decided for some months to come. Certainly new crop sugars at the outports will have to be marketed freely in the absence of sufficient storage facilities for carrying them, and the present prices must, also, prove some temptation to sellers."

TO BUY UP LARGE PRUNES.

A private telegram from the Pacific Coast reports that there is a movement on foot in packing quarters to buy up the supply of large prunes still held by growers, but that so far little headway has been made owing to the high views of the growers. The telegram states that the

movement is being engineered by a syndicate in which Chicago dealers are interested.

CALIFORNIAN PRUNES.

Letter advices from San Jose on prunes say: "The market from first hands is rapidly cleaning up on large sizes, and the few lots left in the hands of growers are more firmly held. Santa Clara 40-50's and 50-60's are in exceedingly small compass, and we think that the lowest prices of the season have been seen. It is possible to buy outside 60-90's on a 2½c. basis yet, but packers are showing a firmer front on Santa Claras at 2½ to 2¾c. four-size basis. It is estimated here that all told fully three-fourths of the entire crop is under contract for eastern and export account." Referring to the situation here a prominent jobber said recently: "The demand continues very active and stocks are not accumulating in any quarter. The freer arrivals, however, have made jobbers less eager for goods. We have caught up considerably on back orders, but a surprisingly active demand continues, and stocks move freely. There is no surplus

carried in any quarter, and this is, no doubt, accounted for largely by the fact that a good deal of business has been for export. The course of the market on the Coast will be watched very closely from now on, as the position there will largely govern the situation here and in other eastern markets."

CEYLON TEA IN LONDON.

Quantities now offering weekly are quite inadequate to the requirements of the trade, and as a result prices continue to advance, this week's range being the highest seen for many months past. Pekoes were especially dear, as both home and export orders were in for them, and, as a rule, the exporters can beat the home trade, but this week they had to call pretty high to have any chance. Tea for price showed a strong rise even on last week's rates. Next week's sales are again on a very small scale, and it is difficult to see how buyers can get along with only some 15,000 chests a week, as we are now getting. The total shipments from Colombo for the first fortnight of this month only amounted to 2,500,000 lb., so we look like being pinched for Ceylon tea at any rate. —Grocers' Gazette, Nov. 22.



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

UPTON'S

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

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

THE PROVISION TRADE

AND COLD STORAGE NEWS.

CHRISTMAS PRESENTS.

THE Butchers' Advocate has the following to say on the giving of presents by butchers to their patrons at Christmas:

"About this time each year retail butchers begin to think about what will be a suitable New Year or Christmas present for their customers. We advise them to change the line of thought this year; to think of how to avoid giving presents to customers without hurting the feelings of the customers. There is no reason in the world why the butcher should spend his hard-earned money in presents for those who have dealt with him because they believe he treats them better than any other butcher will. The average butcher seems to have false ideas about some things, and one of them is that his customers bring him their trade for sentimental reasons. The fact is that the consumer goes where he believes he can get the most of the best goods for his money, and so far as his butcher is concerned, the consumer is as lacking in sentiment as a last year's Christmas tree is of candles. The butcher who feels that he cannot altogether break away from the present-giving custom, might find it advantageous to give away a handsome calendar. That is as far as he should go. This is a subject that should be taken up immediately by the Retail Butchers' Associations throughout the country. If every member were to agree not to give presents this year, it would mean the saving of thousands of dollars to the butchers."

DEAD MEAT INDUSTRY.

During the past two weeks Canadian cattlemen have been to no slight degree inconvenienced by the condition of affairs in the Eastern States to the south of us. Canadian shippers have been obliged to look to their own resources in this crisis, and it is occurrences like this that make for a nation. Canada, a colony of the British Empire, is too dependent on the United States. Good arrangements were, of course, made independent of the United States, but the solution of the Canadian export trade in cattle does not lie therein. What is necessary is a chilled meat industry instead of the method which is at present in vogue. England does not wish to take any unnecessary risk, and Can-

adians should be alive to the importance of the situation. Mr. Hanbury, President of the English Board of Agriculture, speaking at Louth, about the middle of November last, declared that no store cattle would on any condition whatever be admitted into England during his tenure of office. The reason is, he added, that such importation is a great deal too risky and the game is not worth the candle. At the same time he wished that more cattle were bred in England. Mr. Hanbury knows well to what extent the pasture lands and root crops have been benefited by the greater number of home-bred cattle. If their land is being enriched, why cannot ours also be enriched by following the same practice? Let our farmers to a greater extent enter into feeding cattle. These cattle could be slaughtered here, thus giving more work to Canadians; and a chilled meat industry, with twentieth-century cold storage methods, could be established between Canada and England.

OPERATIONS OF ST. HYACINTHE CHEESE BOARD.

The following table gives the operations of the Halle au Beurre et Fromage de St. Hyacinthe, Que., for the season 1902. The board was organized in June last:

1902.	Sales.	Cheese boarded.	Cheese sold.	Butter boarded.	Butter sold.
June 21	2,149	1,620	851	716	
" 28	.....	.....	877	519	
July 5	2,842	2,554	832	650	
" 12	.....	.....	1,077	967	
" 19	2,962	2,962	1,006	693	
" 26	.....	.....	955	841	
Aug. 2	2,144	2,099	937	811	
" 9	.....	.....	1,022	898	
" 16	2,831	2,751	944	499	
" 23	.....	.....	831	621	
" 30	3,318	3,258	877	595	
Sept. 6	.....	.....	743	673	
" 13	3,096	2,841	879	689	
" 20	.....	.....	549	549	
" 27	3,196	2,701	932	49	
Oct. 4	.....	.....	927	527	
" 11	3,199	2,150	765	495	
" 18	.....	.....	397	277	
" 25	2,699	2,424	524	15	
" 31	.....	.....	294	189	
Nov. 8	2,423	2,423	560	396	
" 15	.....	.....	223	...	
" 22	1,188	875	590	350	
Dec. 6	409	303	589	265	
	32,047	28,658	17,502	12,010	

AMPLE FACILITIES AT HALIFAX.

D. A. Story, district freight agent of the I.C.R., stated that there was now accommodation at Richmond for 350 head of cattle. Hon. J. W. Longley was interviewed, and said there would be no difficulty in securing the Exhibition stables. There is accommodation on the ground

for about 1,000 head, which would bring the total up to 1,350. And if the I.C.R. erect temporary sheds, probably 1,000 more can be comfortably accommodated at this port.

No vessels which have cleared from Portland or Boston can be used at St. John or Halifax for shipping cattle. But the steamers Englishman and Merion, being unable to load at Boston, are coming to Halifax.

In regard to the progress made in exterminating the foot and mouth disease, the United States Secretary of Agriculture has given instructions to Dr. Salmon, of the Bureau of Animal Industry, who is personally superintending the work of fighting the epidemic, to destroy all animals infected.

THE PROVISION MARKETS.

TORONTO.

The market remains about the same, prices being firmly maintained. There is a tendency towards easier prices in dressed hogs, although there is no actual change in price. Veal is rather firmer in price. Our quotations are as follows: Dressed hogs, \$7.25 to \$8.00 per 100 lb.; No. 1 beef, \$7.00 to \$7.50 per 100 lb.; hind quarters, \$7.50 to \$8.00 per 100 lb.; front quarters, \$4.50 to \$5.00 per 100 lb.; veal, \$6.50 to \$9.00; lamb, \$6.75. Choice export cattle, \$5.00 to \$5.50; medium cattle, \$4.50 to \$5.50; other grades of cattle, \$2.40 to \$3.00; live hogs, selects, 6c. per lb., and fats and lights, \$5.75 per 100 lb.

The demand continues very active for all kinds of provisions, especially along clear bacon and pure lard. There is no indication of a decline in prices. Short cut is a little easier. We quote: Long clear bacon, 10¼ to 11½c.; smoked breakfast bacon, 14 to 15c.; roll, 11¼ to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c.; and backs 14½ to 15c.; heavy mess pork, \$21.50 to \$22.00; short cut, \$23.00 to \$23.50; lard, in tierces, 10¼ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¼ to 10c.; plate beef, \$15.00 per 200-lb. bbl.

MONTREAL.

During the past week the movement in hog products generally has been active.



Registered Trade Mark Brand
Found on all our Bacon and Hams

**IRISH
PROCESS
CANADIAN
BACON**

"There is nothing too good for the Irish" has heretofore literally applied to the produce of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

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

Write for Price Lists.

When you have any

**BUTTER
OR EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

LARD



We are sending out lard just as fast as rendered, ensuring our customers Fresh, New Made Goods, much more desirable to you and your customers than old, held over stock. We shall be glad to have your orders in

Tierces Tubs
Pails Tins
or in 1-lb. Cartons

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

**Fresh Pork
Sausage.**

You will please your customers and increase your trade by handling *Our Celebrated Pork Sausage.*

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

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

and prices have ruled steady. An advice from Bristol, Eng., states that Canadian Wiltshires, though they met with a sharp fall during the week past, showed later very good values and are now meeting with more inquiry.

There has been a decline of 25 to 50c. in dressed hogs. Receipts have increased somewhat, and on this account the market eased off during the first of the week. There is a fairly good demand. Fresh-killed abattoir stock now sells at \$8 to \$8.25, with country-killed unchanged at \$7.50 per 100 lb.

The movement in dressed meats is now fairly good, though it is reported that really choice beef is scarce, and that the embargo placed on American cattle has had the effect of decreasing supplies on this market, exporters having advised holders in the country to cease shipping. The consequence is that instead of prices being easier they are actually higher, sales of good beef by the carcass having been made at 7½c. per lb., hind quarters at 9c. and fores at 6c. Veal also is somewhat scarce, and whatever is brought forward meets with a ready sale.

In lard, both pure and compound brands, there is a fairly good movement at unchanged prices. Quotations are as follows: Pure Canadian lard, \$2.30 to \$2.32½ per pail; Fairbank's "Boar's Head" lard compound, 9½c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ¾c.; 3-lb. tins 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25; Canadian short cut clear pork, \$23.50 to \$24; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25; bacon, Wiltshire, 13 to 14c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.

WINNIPEG.

CURED MEATS.—The demand is enormous and prices are firm and unchanged with the exception that hams shade slightly lower. We quote: Hams, 14½c.; breakfast bacon, bellies, 15¼c.; backs, 14¾c.; spiced rolls, 12½c.; smoked long clear, 13c.; dry salt long clear, 12½c.

LARD.—50-lb. tubs, \$6.05; 20-lb. pails, \$2.40.

DRESSED MEATS.—There is a heavy trade in dressed meats of all kinds, and the market is slightly higher and shows a tendency to advance. We quote: Beef, city dressed, 6½c.; country dressed ½c.

CENTRAL Business College.

STRATFORD, ONT.

One of the best Commercial Schools on this Continent. Write for Catalogue.

W. J. ELLIOTT, - Principal.

FISH AND OYSTERS WHOLESALE.

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

SEASON 1902.

Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

WE WANT

delivered at DELHI, ONT., 10,000 TONS of POULTRY during December.

Chickens, Ducks Geese and Turkeys,

all should be dressed, drawn, heads and feet off. Shipper should mark shipments plain and distinctly. Write for prices.

Delhi Canning Co., Limited.

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,
Toronto.

Sovereign Molasses Candy

100% PROFIT FOR THE GROCER.

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

Free Sample.

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights
Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

under these figures; lamb, 11 1/2c.; mutton-8 to 9c.; hogs, 7 to 8c.

ST. JOHN, N.B.

In barrelled pork, the market seems easier. Stocks are held light and there is little change in local prices. Local-packed is quite freely offered. In beef, the market keeps firm. There is quite a little local-packed offered, chiefly mess beef. Stock is good and price low. In pure lard, Ontario, which is chiefly used here, comes forward slowly. Price is very firm. In refined lard, a rather higher price is quoted. Fresh domestic beef is low and freely offered. It is difficult to get the price for Ontario stock. Round hogs are a little firmer in price. Lamb is low. We quote as follows: Mess pork, \$23.00 to \$23.50; clear pork, \$23.00 to \$26; plate beef, \$14 to \$16; domestic beef, 4 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6 1/2c.; mutton, 5c.; veal, 5 to 7c.; pork, 7 to 7 1/2c.; pure lard, tubs, 12c.; pails, 12 1/4c.; compound, tubs, 9 1/4c.; pails, 9 1/2c.; Fairbank's refined, tubs, 10 1/2c.; pails, 10 3/4c.

The N. K. Fairbank Co. have reduced their price of lard 1/4c. per lb., and this, in the face of the firm market on pure lard, has been appreciated by the trade and large sales have resulted.

PROVISION NOTES.

It is not expected that the Christmas turkey will be dearer than 11 or 11 1/2c. per lb. in Toronto.

Over 20,000 boxes of cheese were shipped from Russell station on the Ottawa and New York Railway, as against 16,000 last year.

The Guelph Winter Fair opened last Tuesday. It is the largest of its kind ever held in Canada and one of the largest ever held on the continent.

The smokehouse of Gordon, Ironsides & Fares' abattoir, situated at Winnipeg, was destroyed by fire on November 30. The building was valued at \$4,000.

The latest thing in prepared food is a condensed extract of beef. This is being manufactured for the first time in Canada by the Dominion Packing Co., Charlottetown, P.E.I.

The Moose Jaw creamery has closed for the season. It received, during the six months' operating, 13,236.8 inches of cream from 14 patrons. The output was 16,731 lb. of butter.

The highest price paid for live hogs by the Dominion Packing Co., Charlottetown, P.E.I., who have re-commenced buying, is 6c. They do not wish to encourage

the trade in dressed hogs, but prefer dealing in live hogs.

The Texas cattle ranges are becoming overcrowded, and owners are looking to Canada for new grazing grounds. They are willing to invest large amounts in the building of sheds, etc., if they can find suitable lands here.

The hog-buyers in half a dozen counties east of Toronto have formed a combine and think they have the farmers cornered. In speaking to a farmer, one of the principal buyers said that the farmers would not stick together. This aroused the farmers, and now they are looking for a buyer who will take their hogs.

The Cumberland Pork-Packing Co. have offered prizes to the management of the Maritime Fair for the best bacon hog of any age, breed or grade, the first prize being \$5. Since the establishment of the packing industry in Amherst the company have found a steadily-increasing supply and are now increasing, on an average, \$500 worth of pork per day from this county alone. In former years the bulk of their supply was imported.

A compilation of the reports sent to the Manitoba Department of Agriculture show that the amount of creamery butter manufactured during the season of 1902 was 1,406,450 lb., which is a decrease of 4 per cent, from last year, when the total was 2,460,810 lb. This year the average price was 18.6c., while last year it was only 17.9c., making the total value this year \$364,598.70, as against \$441,424.87 last year.

Our method of making our

BOAR'S HEAD

brand of REFINED LARD COMPOUND

popular has appealed particularly to the retailer. We say to the retailer, "Order five pails, test it in your own home, following the directions on the inside of the cover. Recommend it to your customers. If it is not all right, send back any unbroken packages. If it is good order more."



Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

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

CONDENSED MILK.

A SERIES of articles in regard to the milk supply was recently printed by The New York Tribune, and several instances were cited of the danger of contagious diseases on account of the way in which milk was sometimes sold.

"A healthy community," says The Tribune, "means a vigorous, ambitious, enterprising and prosperous community; and the foundation of this health must be laid in infancy; and it is the health of the masses, not that of the favored few, that must be the subject of the closest investigation and inquiry. And the health of the infant, like that of the adult, is largely dependent on its food supply; but in the case of the former that supply is much more restricted. Sustaining food for adolescent and adult is provided in endless variety, but the babe must be fed on milk, and milk only; too often its mother cannot supply this, and it has to be sought elsewhere. The only available recourse for the poor, because of lack of means, is to use the milk from the corner grocery, or condensed milk; and, of these, the only safe one is the latter."

The Tribune then quotes the testimony of eminent physicians and others on the subject, some of which are herewith produced. Dr. L. Emmet Holt, professor of children's diseases at the New York Polyclinic, and an acknowledged authority on infant feeding, says: "Next to pure cow's milk, which is hard to get by the poor mother, in city life, I consider the fresh condensed milk, sold from the wagons, to be the best substitute for mother's milk. If it is inconvenient for the mother to get this, then canned condensed milk is the next choice. Both the condensed milk from the wagons and canned condensed milk are much better and safer than ordinary grocery store milk."

Dr. W. P. Northrop, professor of infants' and children's diseases, Bellevue College, says: "For the great mass of mothers whose pocketbooks are limited to the daily running of their homes (he is speaking of mothers who cannot nurse their babies), I consider that plain, fresh condensed milk is the best. It is very much safer to feed a baby, in warm weather, on condensed milk, than upon milk obtained at the grocery stores, or, in fact, on any fresh milk, except that prepared especially for infants, and which many mothers, for various reasons, cannot get. Therefore, condensed milk is her safest and best substitute."

Dr. H. H. Chapin, professor of children's diseases at the Post Graduate Hospital: "In good condensed milk the product is pure, and carefully handled; therefore condensed milk is better for the mother than ordinary city milk."

Sister Theresa Vincent, in charge of the big New York Foundling Hospital, says

that condensed milk gives them the best satisfaction of any infant food tried there, and they now use it exclusively."

Dr. Benjamin Edson, the well-known Brooklyn specialist on infant feeding, says: "I always give condensed milk the preference. My experience with it covers a period of some 30 years, and the results have always been in its favor. I have found that if children are rightly fed on it and given the proper amount of care they thrive and grow up strong. The complaint which I have occasionally heard about condensed milk is that infants become 'too fat' on it. I do not consider this anything wrong if the child acquires strength and hardihood at the same time, and this, in my experience, I have found to be the case."

Dr. F. A. Dorman, of the great Sloane Maternity Hospital, of New York, says: "There is no question that pure cow's milk properly modified, or, if it cannot be obtained, pure condensed milk is a most wholesome diet for infants. Good condensed milk is better than poor cow's milk which is what the poorer residents of a large city so often get."

New York Medical Journal: "The real question . . . is as to what is the best available substitute for mother's milk in the case of the poor, who are such a vast majority in any great urban population that it is necessarily their children that fall victims in the greatest numbers to the diseased conditions that are caused or greatly aggravated by improper feeding. Condensed milk offers itself as a particular boon to such people. It is cheap, it is readily obtainable, it requires no special care in the handling, it is pure, and it is the product of the best milk that men of vast experience in dairy affairs are able to obtain for themselves; surely it is infinitely preferable to the milk of the average corner grocery."

All this testimony is buttressed by the fact that there are hundreds of thousands of children raised to healthy maturity upon the product of one concern alone, the Borden, which is probably used more largely than all the other condensed milks combined.

The legitimate cause for this large use is found in its quality, which is the result of knowledge, experience, and systematic care. This product is simply pure cow's milk sterilized, and condensed in vacuum. It is preserved with refined (cane) sugar and prepared in such a manner as to make it absolutely pure and wholesome. Its quality has been endorsed by the scientific and expert juries of the Philadelphia Centennial, 1876; the World's Columbian Exposition, Chicago, 1893; the Californian Mid-Winter International Exposition, 1894; the Cotton States and International Exposition, Atlanta, 1895; the Franklin Institute Medal, National Export Association, Philadelphia, 1899; the Paris Exposition, 1900;

the Pan American Exposition, Buffalo, 1901; South Carolina Interstate and West Indies Exposition, Charleston, S.C., 1902; and, in fact, wherever the Borden product has been exhibited, by the awards of first premiums.

Perhaps, though, the extraordinary growth of the manufacture of the condensed milk in its half-century of existence—no industry founded on error could be bolstered through so lengthened a period by even the most phenomenally expert business management—and its consequence to-day amongst the vested interests of the country will be considered not the least of the evidences of the value of its product. The visible expression of that consequence is to be found in the vast and thoroughly equipped receiving stations (one of which has alone received and shipped 30,000 quarts of milk in one day) throughout the dairy sections, and in the great city delivery depots, the massive proportions and stately architecture of which render them no mean rivals of municipal buildings. Again, while it is difficult to estimate this industry's value to the dairy interests, no insignificant part of this country's wealth, it is safe to guess that it must furnish a market for at least a large part of the milk supply, and that in the extremely and improbable event of disaster overtaking and destroying it, the farmer would suffer equally with the poor and their infant children.

Truly Gail Borden wrought better than he knew when, in 1819, he gave to the world his process for condensing milk!

A GOOD RECORD.

For nearly half a century Boeckh's brushes and brooms have been upon the market, and they have forced their way to the front through sheer merit. There are few dealers, if any, who do not handle them and recommend them in strongest terms. Boeckh's bamboo-handled broom has quite superseded the heavy, old-fashioned broom in all the best conducted households. It carries the weight where needed, in the broom-end, and makes work light and satisfactory.

CATALOGUES, BOOKLETS, ETC.

A HANDSOME CALENDAR.

E. D. Marceau usually gets out a good calendar, and this year he has kept well up to the standard. His 1903 calendar is a large one, showing, besides his three trade marks at the top and a lithograph of his establishment, several illustrations, in fac-simile colors, of the packages of teas, mustards, baking powders, etc., which he handles. The calendar is well designed, executed and printed. The monthly records also are of a handy size. Readers of THE GROCER can secure a copy of this by writing to Mr. Marceau.

Of Interest To You

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder---superior to all other brands in purity, leavening strength, and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.

We Will Keep A-Hammering
 Until We Get Your Attention,
 Then Your Request For Samples,
And then we are sure of your order for

TETLEY'S BULK BLENDS

ALWAYS THE SAME

These goods are packed in convenient-sized boxes of 25 and 50 lbs., and are to be had through your wholesaler or the undersigned:

Hudson Bay Co., Winnipeg, OR Snowdon, Forbes & Co., Montreal.

Madam Huot's Coffee

JUST IN THIS WEEK:

- | | | | | |
|----|---|--|----|-------|
| 80 | Half-Chests Pin-Head Gunpowder. | <i>A rare thing of beauty and quality,</i> | at | 22½c. |
| 26 | Catties Choice Ping Suey Young Hyson, balance of a lot ordered some time ago, | | at | 17½c. |
| 73 | Half-Chests good, clean, hard-leaf, fine, strong-liquoring Japan tea, | | at | 20c. |

I CAN SUPPLY ALL YOUR WANTS. I HAVE THE FINEST ASSORTMENT POSSIBLE IN TEAS, COFFEES AND SPICES.

I am distributing this week a Calendar, which, in my estimation, is a good one. I am sending it to all those whose names are on my books; if yours is not, and you want one, just say so on a postal card.

E. D. MARCEAU,

281-285 St. Paul St.,

MONTREAL.

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

"ONE"
 Baking Powder, Vinegar,
 Spices,
 Coffee.

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

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

**HAVE
YOU
?**

If you have overlooked placing your order or find your stock short on **XMAS REQUIREMENTS**

IN FIGS, NUTS, PEELS, RAISINS

We would advise sending us your orders. We can guarantee prompt shipment, and our quotations are right.

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

MANITOBA MARKETS.

Winnipeg, December 6, 1902.

TRADE in all lines is excellent and the only complaint is the old, old one, that cars are short and jobbers cannot get their goods. It is exasperating, to say the least of it, to have Christmas goods ordered three, four, five and even six months ago not to hand yet. Into whatever jobbing house you go the story is the same. General jobbers report collections very fair, and the general financial tone good. There is every prospect of a heavy and early bush trade and firms intending to operate camps are already getting their outfits to the scene of operation, and there has been heavy selling to these men of staple groceries and food stuffs of all kinds.

The near approach of Christmas makes trade active in the special lines, and the demand is increasing for high class goods. As usual at this season, prices remain for the most part unchanged; indeed, it might be said that not a single change, certainly not one of any moment, has occurred during the week, with the exception of the advance of 10c. per case on canned corn.

SUGARS. Firm and without change. Granulated, \$1.15; bright yellows, \$1.85.

EVAPORATED AND DRIED FRUITS.—This market is not only active, but the prices are still and inclined to advance. Valencia raisins, though not quoted higher are even firmer in tone than last week, fine off-stalk being quoted at \$2.35 and

layers, \$2.40 to \$2.50; Californian muscavels, 7½ to 8½c (2 to 4 crown). The demand for seeded raisins is heavy and this is one of the lines where delay in delivery is trying. One jobbing house has received but 100 boxes out of a two-car order. Currants are holding firm at 4½ to 5c, and 1c. additional for cleaned goods.

NUTS. The delay in delivery of these goods is most vexatious and some of the jobbers are getting anxious, as they fear they will not receive their full stocks in time for Christmas.

CANNED GOODS. The canned vegetable situation shows no change. Jobbers generally are selling at \$3.50 per case for tomatoes, although there is nothing in them at that figure. Some houses quote \$3.75, but there seems some doubt of sales having been made at this figure. Corn has advanced 10c. per case, and is now quoted at \$2.10. Peas are scarcer than corn, and cost quite as much, and should have advanced proportionately, but up to date have not done so, possibly owing to the more limited demand for them.

CANNED MEATS.—All lines are good sellers and prices show no change.

FLOUR. A good business is being done both locally, for the Canadian trade generally, and for export. Prices are without change on the basis of \$2 for the best grade of patent.

ROLLED OATS. Very good trade, and practically the only cereal for which the demand is heavy at present. \$1.75 for the 80 lb. sack is the basis, and \$2.30 for the 98 lb. sack for standard and granulated.

POULTRY. The supplies are at present

confined to home-raised and the number of fowl coming in is not equal to the demand. The quality, too, is very poor; geese are practically the only well fed birds coming on the market.

BUTTER. The demand for butter is better than the supply at present. The amount of choice table butter coming in is not large. 20c. for farm separator bricks has been paid, and good round lots of tubs or rolls bring 15 to 16c. Winnipeg.

CHEESE. Steady demand and nothing new to report. Price is unchanged, jobbers selling at 13 to 13½c. All Ontario stock.

EGGS. The market shows no signs of improvement so far as supply is concerned, and dealers hardly look for better things now until January. Eggs retailed in the city market today at 50c. (new laid). Fresh gathered case stock, mainly from Ontario, job at 25c.

VEGETABLES. There is a considerable movement in potatoes and the prices have advanced. Carlots on track Winnipeg are worth 35c. and farmer's loads in the market, 30 to 35c. There is a demand for potatoes for New Ontario, and several cars were shipped down this week.

H. P. Eckardt & Co. report a good demand for Heinz mince meat in pails.

Buyers of Malaga table raisins should communicate with H. P. Eckardt & Co.

A shipment of Nonpareil seeded muscavels in 16-oz. packages arrived this week for H. P. Eckardt & Co.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

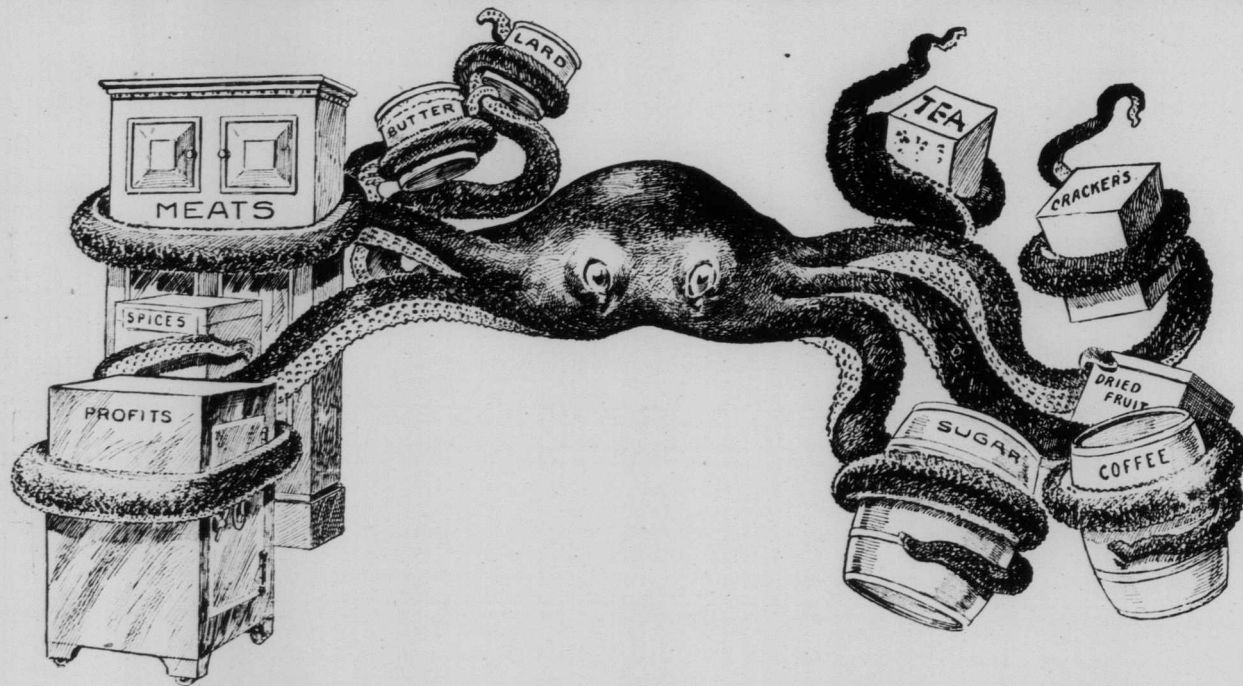
ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE OCTOPUS OF WASTE



Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

The Moneyweight System will rescue you from this vampire.

**THE COMPUTING SCALE COMPANY,
OF CANADA, LIMITED**

663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

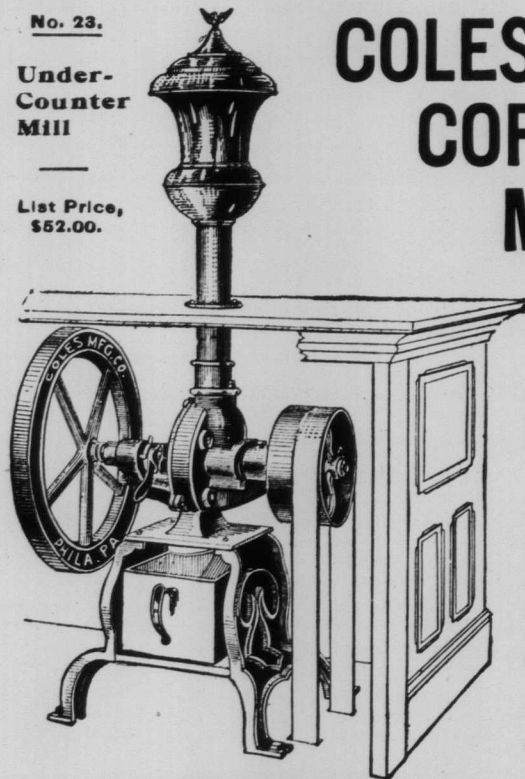
MANUFACTURERS OF . . .

**DAYTON COMPUTING SCALES.
MONEYWEIGHT SCALES.**

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



IT IS A FACT THAT

Paterson's Camp Coffee Essence

is the very best selling essence of coffee on the market. Good value the reason.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.	
MONTREAL	232 McGill Street. Telephone 1255.
TORONTO	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG.	18 St. Ann Street. H. S. Ashburner.
WINNIPEG	Western Canada Block. J. J. Roberts.
VANCOUVER, B.C.	Flack Block. J. A. Macdonald.
ST. JOHN, N.B.	No. 3 Market Wharf. J. Hunter White.
NEW YORK	Room 802 New York Life Bldg.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

WORSE AND MORE OF IT.

THE city analyst of Montreal has already given some startling information regarding the adulteration of foods sold in that city, particularly of catsups, pickles and candies. In the light of his previous discoveries along this line, it is not surprising to learn that sausages are also given liberal doses of aniline red and brown dyes to produce a desired color. Doubtless there are several dealers in these goods who have suspected this before, though it comes as news to the great part of the public, the unhappy consumers.

According to the report of the analyst, which has been submitted to the health committee, the practice of using aniline in sausages is growing, indeed, has already become common. Both red and brown dyes are used, the former to give the meat a fresh appearance, and the latter to imitate the smoked color of the sausage casings. When dye is used on the casings a great deal of time is saved in smoking.

With dyed catsup, dyed pickles, dyed sausage and dyed candy on the market, we are prepared for almost anything—and in all probability some manufacturer with more enterprise than honesty will give it to us.

Of another sort of dangerous food is a certain make of mustard, which the analyst in his report says should be confiscated. This, however, is bad only as a result of the manner in which it is put up, not from deliberate adulteration on the part of the manufacturer. It appears that the mustard was fitted with a tin cap, which corroded, and, coming into contact with the mustard, rendered it a dangerous article to partake of.

A BUSINESS ROMANCE.

FIFTEEN or twenty years ago Colonel Pope was known as one of the most successful American manufacturers.

When the modern bicycle was developed he went extensively into their manufacture and soon became the leader by making good wheels and letting the people know it.

The American Bicycle Co was formed, combining all the leading makers. Colonel Pope's business was included, and he has not, until lately, been much heard of. He became a director of the combination. Its promoters hoped, by reducing expenses, to make greater profits, and this was a reasonable proposition.

One of the first things the directors of the new company did was to cut off the advertising entirely. Colonel Pope opposed this move very strongly. He said to do so would be ruinous. The other directors persisted, and Colonel Pope resigned and sold all his interest in the Trust at a handsome figure.

The company made a disastrous failure in a much shorter time than Colonel Pope anticipated, and the creditors called on him and begged him to make an effort to put the business on a paying basis again.

At a meeting of the creditors the other day he presented an encouraging report as a result of his investigations. He gave it as his opinion that the cessation of advertising killed the bicycle business.

"The way to revive it," he declares, "is to resume advertising, which was cut off to reduce expenses, forgetful that there would also ensue a reduction in revenues.

"That is my idea for the future—to advertise. There is a future for the bicycle yet, but it will take advertising to develop it."

THE METRIC SYSTEM IN CANADA.

RE the metric system in Canada, the Hon. M. E. Bernier, Minister of Inland Revenue, says he is satisfied the metric system is infinitely superior to our complicated system of weights and measures.

The hon. gentleman is doing all in his power to educate the public to the advantages of the system by distributing charts and other material to illustrate the system to the high schools throughout the country, and he will approach the Governments of the Provinces to have the distribution extend to the common schools.

In this the hon. gentleman is only discharging his duty, as it is an assured fact that the metric system will be in use in all the civilized countries of the world at no distant date.

Mr. S. W. Stratton, of the National Bureau of Standards for the United States at Washington, predicts that the system will be universally used within two years. Mr. Stratton has just arrived home from a two years' tour of the world in the interest of his office and is considered an authority on the subject.

The system was legalized in Canada by an Act of the Dominion Parliament in 1867 (chap. 104, section 21), and all contracts based on it are enforceable at law.

In several countries it is the only system in use, and on account of its exactness is used exclusively for scientific purposes. It is based on a measure of length, the original being a bar of platinum, made by one Broda in 1840 at Paris, where the original bar is still preserved. Since it is sure to be put into practical use in Canada, it devolves on all persons connected with trade to do their share toward educating the masses.

We append a table of measure for weight and bulk:

The litre is the unit of capacity. It is legal at 1.0567 quarts, liquid measure.

- 10 centi litres c l = 1 deci litre d l
- 10 deci litres d l = 1 litre l
- 10 litres l = 1 deka litre d l
- 10 deka litres d l = 1 hekto litre h l

The gram is the unit of weight. It is legal at 15.432 grains troy.

- 10 milligrams m g = 1 centigram c g
- 10 centigrams c g = 1 decigram d g
- 10 decigrams d g = 1 gram g
- 10 grams g = 1 dekagram d g
- 10 dekagrams d g = 1 hekto gram h g
- 10 hektograms h g = 1 kilogram k g
- 10 kilograms k g = 1 myriagram m g
- 10 myriagrams m g = 1 quintal q
- 10 quintals or 1,000 kilograms are 1 metric ton m t.

GRAVE CHARGE AGAINST CANADIAN CANNED MEATS.

THE daily newspapers were a few days ago furnished by the Department of Trade and Commerce with a statement derogatory of the canned meats supplied by Canada to the War Office for use in the South-African campaign. The item of news regarding it, as it appeared in the daily columns, was as follows:

The Department of Trade and Commerce has received a copy of the report of the government analyst for the Cape of Good Hope, giving the results of an analysis of samples of canned meat from the United States, Canada, Australia and New Zealand. Samples of beef and poultry from Canada made an interior showing, according to the report. The samples of Canadian meat numbered 94, and only 33 were pronounced sound; of the remainder, 38 were decomposed, 23 slightly decomposed and 17 contained boracic acid. Fifty-eight samples of beef canned by a Montreal firm were analyzed, and it is claimed 29 were in an advanced state of decomposition, 11 were slightly decomposed, 1 contained lead, and 14 had boracic acid.

The CANADIAN GROCER has for some time had the report of the British authorities at Cape Town in regard to the matter.

As far as the decomposed tin referred to in the report are concerned, the very fact that cases of canned meats were frequently exposed to inclement weather and immersed in water, thus causing the tins to rust and become perforated, would easily account for that.

Then, at the request of a firm who had shipped canned meats to South Africa, some of the cases were two years afterwards returned for the purpose of making a thorough test, and, although over 30 tins were opened, not one was found to be decomposed or impure. In fact, the contents of every tin were in excellent condition.

As far as the decomposed tin referred to in the report are concerned, the very fact that cases of canned meats were frequently exposed to inclement weather and immersed in water, thus causing the tins to rust and become perforated, would easily account for that.

The analyses at Cape Town were made at the instance of the Military Director of Supplies, and the report in regard to canned beef was as follows, we substituting letters of the alphabet in place of the names of the firms given in the report:

The analyses at Cape Town were made at the instance of the Military Director of Supplies, and the report in regard to canned beef was as follows, we substituting letters of the alphabet in place of the names of the firms given in the report:

The analyses at Cape Town were made at the instance of the Military Director of Supplies, and the report in regard to canned beef was as follows, we substituting letters of the alphabet in place of the names of the firms given in the report:

No. of Samples Examined	Brand	State of Preservation	Metallic Contamination	Remarks
9	A. Canada	2 slightly decomposed, 1 advanced decomposition, 1 quite putrid	NIL	1 rather sinewy
58	B.	11 slightly decomposed, 25 advanced state of decomposition	NIL	14 Boracic acid, 3 very sinewy
3	C. United States	Sound	NIL	
2	D.	Sound	NIL	
6	E.	Sound	NIL	
2	F. Australia	Sound	NIL	
6	G. Australia	1 slightly decomposed and midewy	NIL	1 very sinewy and inferior make-up
14	H. Canada	4 decomposed	NIL	1 lead, 1 Boracic acid
13	I. Canada	6 decomposed	NIL	
3	J. Australia	Sound	NIL	
5	K.	1 slightly decomposed	NIL	
4	L. New Zealand	1 slightly decomposed, 1 putrid	NIL	
5	M. New Zealand	3 slightly decomposed	NIL	
4	N.	3 slightly decomposed	NIL	1 very sinewy
5	O.	1 slightly decomposed	NIL	1 very sinewy
4	P.	3 slightly decomposed	4 copper	3 inferior quality

in its possession. It obtained it two months ago through R. G. Dun & Co., of New York, who in turn obtained it through their Cape Town branch. It was felt, however, that such a grave reflection in regard to the quality of Canadian canned meats should not be given publicly until the matter had been further investigated.

This is what the Department of Trade and Commerce should have done before giving the report publicly. Analysts commonly make mistakes; and then it is well known that even such a respectable department as the War Office has its pre-judices. But Sir Richard Cartwright

Country	No samples	Sound	Slightly decomposed	Boracic preservatives	Metallic contamination
Scotland	1	1			
New Zealand	15	7	7	1	6
Queensland	13	12	1		
New South Wales	21	17	4		
Canada	94	33	33	28	38
United States	11	11			
Unknown	16	9	7		4
Total	211	90	101	28	44

The following table was given showing the comparison as far as countries were concerned:

THE tone of the oyster market is firm and prices in Canada will likely advance before long. Latest advices from Baltimore state that prices there have advanced 10c per gal. This is an appreciation of 10 per cent.

The oyster is a scarce article this year around Chesapeake Bay. The catch is higher this season than ever before, and in fact, it has been getting smaller every year for some length of time. If this state of affairs keeps on much longer oysters will be a luxury that only the rich years of Chesapeake Bay the fishermen have much depleted the oyster beds so that now only a few are obtainable in those waters. Like everything else, the Chesapeake Bay oyster is passing away.

Canadian dealers are not wholly dependent upon the Baltimore market for their oyster supply. Around Prince Edward Island are valuable oyster beds, whence oysters are exported over Canada, the United States, West Indies, and even to England. Most of these, however, are sold in the shell.

Christmas Suggestions for Customers.

Cut the following list out and place it in a prominent position in your store. It will be useful to your customers, and will mean money to you. It has been carefully compiled, and contains a list of articles handled by a grocer, and suitable for Christmas presents.

It is oftentimes quite a difficult matter for customers to decide, when purchasing Christmas presents, just what they ought to buy for their friends and relatives. If they have no definite idea beforehand, they are liable to become muddled when faced by the complex display of a varied stock. Consequently, a merchant who is anxious to make sales will be prepared to

utilize all possible means to help these customers come to a decision.

The following list is intended to assist the merchant in these efforts. It contains a variety and assortment of articles, all of which should make excellent presents. These are placed in as convenient a form as space will allow, and customers, who take the leisure to glance over them, will

very likely be assisted in making their decision. Articles that they might never otherwise have thought of will be brought to their notice and an opportunity will be given the merchant to at least describe his goods. The latter may receive from the list useful hints in making up his stock, as articles are often overlooked in the hurry of making a selection:

Basket of Fruit, as Oranges, Lemons, Apples.	Plum Pudding.	Packages of Mince Meats, etc.	Nuts of all kinds.
Box of Table Figs.	Fine Condiments, as French Cherries, Stuffed Mush- rooms, Almonds.	Jars of Jams, Jellies, etc.	Bottles of Unfermented Wine.
Box of Dates.	Wines and Liquors.	Fowl, as Turkeys, Ducks, Geese, Chickens.	Boxes of Cigars.
Box of Table Raisins.	Fruit Syrups in Fancy Decanters.	Packages of High-Grade Teas, Coffees, Chocolates.	Pipes.
Box of Candies, as Bon-Bons, Chocolates, etc.		Christmas Cakes.	Packages of Tobacco.
			Crystallized Fruits.

TRADE DISCOUNTS.

SEVERAL trade journals have recently published articles on the amount the merchant would save if he discounted his bills promptly, even if he had to borrow the money to pay them from the banks. But some people have taken a different view of the matter, and in *The St. Paul Trade*, Minor C. Badger writes on the subject as follows:

I have been considerably amused by the articles published at different times in regard to the amount saved by discounting bills, and especially at the rate of interest. Take the hat and cap line, for instance, with terms 10 days less 6 per cent., 30 5, 60 1 four months net. If he discounts in 10 days at 6 per cent. he gets 86 for the use of \$100 for 110 days, or at the rate of 19.9 10 per cent. per annum. If he takes the 30 day discount he gets 5 per cent. for 90 days, or 20 per cent. per annum. If he takes the 60 day discount then he gets 21 per cent. for his money, which is the best rate of interest he can get, and, of course, would pay him better than the 10 day discount at a trifle less than 20 per cent. per annum.

But let us see how it works in actual business. Theory is all right sometimes, but actual workings are different. As a general proposition, the average country merchant buys of his hat house two bills a year, one in the spring and one in the fall, so that he can get this discount only twice a year—not three times at 6 per cent., nor four times at 5 per cent., nor five times at 4 per cent., but only twice, no matter which discount he takes; so that while 1 60 is figuring at 21 per cent.

per annum, he only gets 8 per cent.; and while the 6 10 figures scant 20 per cent. per annum, he really gets 12 per cent.

While figures do not lie they are sometimes very misleading, and the man who figures on 20 per cent. interest by discounting his hat bills, will come to the conclusion that some one was mistaken.

Now, as to the actual amount saved: any country merchant can "work" his jobber for 60 days' extra time without interest by simply taking it when the bill is due, so that in borrowing of his banker he must take that into consideration. In this part of the world the bankers are in it for what they can make out of it, and 12 per cent. is not at all bad for one who wants to borrow; 10 per cent. is a very reasonable rate, and is just a fair average. So he borrows at 10 per cent. and gets at the most 12 per cent., making a profit of only 2 per cent. per annum in the transaction, an amount too small to look at considering the trouble to get the loan.

CALIFORNIAN FRUITS.

Arrangements have been made with S. H. Ewing & Sons by the Co-operative Packers' Association, of Fresno, Cal., to handle the latter's fruits on this market, and orders have already been taken for four or five cars. Owing to the extra fine quality of the fruit, however, the association has only been able to ship a mixed car, which was quickly disposed of before it arrived. But Ewing & Sons have another car coming, composed of choice seeded raisins, apricots, prunes, standard loose muscatels and fine Muir peaches.

SIMCOE XMAS MARKET.

The town of Simcoe will hold its annual Christmas market on Tuesday and Wednesday, December 23 and 24, 1902, at which over \$700 will be given away in

prizes. These markets have been run in Simcoe for some eight years, and the enterprise is growing steadily since its commencement. The prizes offered are for poultry, butter, eggs, apples, celery, honey, maple syrup, butternuts, walnuts, etc. We refer our readers to the advertisement on another page.

CULTIVATING TEA IN THE UNITED STATES.

THE United States some day may be growing tea on a large scale.

For several years the Agricultural Department at Washington has been experimenting with the growing of tea, and at Pinehurst, Summerville, S.C., over 100 acres of tea were cultivated last year. A factory well equipped for carrying on work on a commercial scale and accurate scientific experiments is established in connection with this garden. As a result of improved methods this year better grades of tea were turned out than the year before.

The yield of tea in these gardens this year amounted to 9,000 lb., against 4,300 lb. the year before. Some of the tea grown was of good quality and yielded well, while some gardens produced tea of poor quality and small yield.

To further experiment a tea farm will be shortly started in Texas where cheap labor can be secured, provided that a suitable location be found with land adapted to the growing of tea. It is, however, too early yet to predict whether tea can be grown on a paying basis in the North American Republic, but it is believed that by careful and judicious management suitable profits can be realized from the production to encourage extensive planting of the article in many parts of the Southern States.



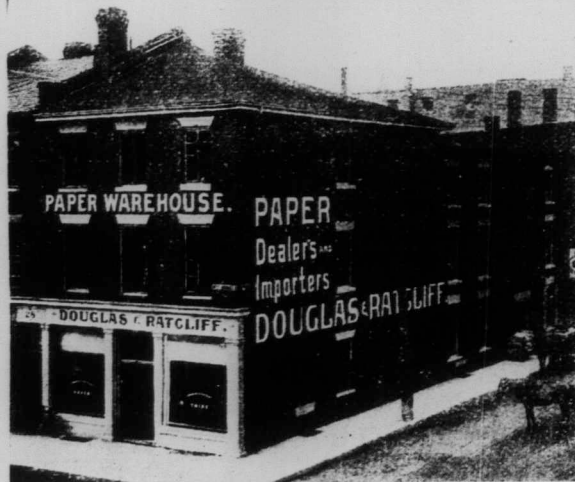
“SQUANDERED.” The money you save (?) between the cost of an ordinary “quite as good as the **“SALADA”** average” brand of Tea and Ceylon is usually a trifling sum, but is invariably pure wastefulness. The trifle is only saved in your mind, not in reality, all such “so-called” savings doing more injury to your trade in a week than can be repaired in a year.

The public are too wide awake nowadays to continue the acceptance of anything but the very best, and all efforts to the contrary will prove disastrously unavailing—“Mark our words.”

“SALADA” Ceylon Tea has become famous by reason of its merit.

TORONTO, MONTREAL, NEW YORK, BOSTON, BUFFALO, PITTSBURG, DETROIT.

PAPER BAGS



OUR NEW ADDRESS IS :

30 WEST MARKET ST.
TORONTO

DOUGLAS & RATCLIFF

LILY WHITE GLOSS STARCH



Our New
6-lb. Tin
is a
Beauty

Add a case to your next 10-box Order.

The Brantford Starch Works,
LIMITED,
Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, December 11, 1902.

GROCERIES.

TRADE is active this week in all lines of groceries. Most of the deliveries on outstanding contracts have been made and the trade is now busy with rush orders for all lines of Christmas goods that have to be shipped at once to their destinations. New crop nuts are now on the market and there has been an advance of 2c. in Brazil nuts, $\frac{1}{2}$ c. in Formagetta almonds and $8\frac{1}{2}$ c. in Grenoble walnuts. The jobbers report an active inquiry for these and are busy filling contracts. Canned salmon has been moving out with considerable freedom for the time of the year. There is a good demand for candied peels and foreign dried fruits of almost every description. Teas are active, particularly Indian and Ceylon blacks and greens, and the prices are firmer on account of the rising tendency of the primary markets, but no local advances have recently been made. Canadian refined sugars are unchanged in prices since our last report and the demand is light. The movement from second hands is slow, being only for actual requirements.

CANNED GOODS.

As is to be expected at this time of the year there is little movement in vegetables. There are still a few orders coming forward for peas and corn, and tomatoes are held at \$1.60, but are not attracting much attention at that figure. At second hands, considering the high prices of the article, there have been for the most part satisfactory sales. Both peas and corn continue at their previously quoted values, and are moderately active for the season. The high prices of meats are probably responsible for the unusual demand for salmon and other lines of fish for the time of the year, and the prices of these goods are firmly held. Herring are strong owing to a shortage in the catch of the fish on the Atlantic coast and advances may be made in prices before long, should the present light catches continue.

COFFEES.

There is a fairly active demand for low and medium grades of Java and Mocha and green Rios, and the market is firm in tone throughout the list without any quotable change in prices. The prices of coffee abroad advanced slightly, both for actual supplies and contracts. We quote: Green Rios, No. 7, $3\frac{3}{4}$ c.; No. 6, 8c.; No. 5, $8\frac{1}{4}$ c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

New crop nuts have been arriving from the primary markets during the week and jobbers have been busy filling contracts. There are quite a number of orders coming in for immediate shipment for the holiday trade. The prices have advanced 2c. for Brazils, $\frac{1}{2}$ c. for Formagetta almonds and $\frac{1}{2}$ c. for Grenoble walnuts. Tarragona almonds and shelled almonds are both quoted firmer on the primary markets. The primary market on Sicily shelled

almonds was reported a little easier by recent cable advices.

RICE AND TAPIOCA.

A good sorting demand continues for rice. Tapioca also is active. Advices from the South, where the weather conditions have been unfavorable for the gathering of the new crop of rice, state that an improvement in the weather had taken place there and that the prospects were now more favorable for saving a larger percentage of the crop than was recently expected, but the quality of the rice will be chiefly low grade.

SPICES.

The spice market has been active, the demand for black and white pepper, ginger, mace, nutmegs and cloves being good. The prices are steady and unchanged.

SYRUPS AND MOLASSES.

There has been a considerable call for black strap molasses. The brighter grades of syrups have also been active.

SUGAR.

In the local sugar market there has been no change to note since last week. The week, however, has not been without feature in outside markets, which have shown increased strength. Raw cane sugars in New York are dearer by 1-16c. per lb. than was reported last week in our editorial columns, being now quoted at 1c., duty paid, New York. The market is strong on this basis with light offerings. 88 deg. raw beet sugars have steadily improved in value and are fully 6d. higher for the week, the quotations now being 8s. 6d. f.o.b. Hamburg.

In New York the prices of refined advanced 10c. per 100 lb. on Tuesday, the 9th inst., thus making an appreciation of $\frac{1}{2}$ c. per lb. from the recent lowest point, against a net gain of 15c. per 100 lb. in quotations for Canadian refined.

The local demand continues light and the movement from second hands is slow, being only for actual requirements. The situation, however, is not without interest, and there are those who look for an early return to conditions more in keeping with those on the outside markets.

For the week the receipts of raws at the four United States ports were 21,998 tons, the meltings being 31,000 tons, and the total stock in the four ports was 182,711 tons, against 188,713 tons last week, and 130,510 tons last year.

TEAS.

The local tea market is firm in tone and buying has been brisk during the week in Indian and Ceylon greens and blacks. There has been a larger percentage of the greens sold this year than usual, probably owing to the scarcity of the China and Japan article. Nothing is available on the spot in Indian pekoe Souchongs at $6\frac{1}{4}$ to $6\frac{1}{2}$ d., and foreign advices state that $7\frac{1}{2}$ d. is the price asked for merchantable stuff, and that the buying would be lively if 7 or $7\frac{1}{4}$ d. would be taken for Indian pekoes or pekoe Souchongs. Good Ceylon pekoes were not available at $8\frac{1}{2}$ d., but first-class goods might have been obtained at 9d. Orange

pekoes from 1 to 1s. 3d. were wanted and obtainable only in a few cases. The prices were altogether in buyers' favor. Green Indians and Ceylons were saleable at $7\frac{3}{4}$ to $9\frac{1}{2}$ d., and few goods were offering. Fancy green Indians were worth 1s. 3d., and a few were offering. Later despatches say that the Japan and Indian markets are closed and no Ceylons nor Indians, no matter how poor, were lower than 7 to $7\frac{1}{2}$ d. Mail advices from London, Eng., report firm prices for all the grades of Indian teas, not only for the common, but also for the medium and better liquoring grades. Later, the sales evinced a quieter tone. Further fractional advances were generally recorded in Ceylons and more attention was shown to medium and better liquoring teas, which sold at dearer rates. Finer kinds were, perhaps, hardly as well competed for as before.

FOREIGN DRIED FRUITS.

CURRENTS.—Recent cable advices from Greece report a somewhat firmer market there on currants. The local demand is keeping up well. We quote: Fine Filiatras, $5\frac{1}{2}$ c. up; Patras, $6\frac{1}{4}$ to $6\frac{3}{4}$ c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—The bulk of the heavy buying in Valencia raisins is over, but jobbers are busy forwarding numerous refill orders to various parts of the country. Fine off-stalk and selected layers are scarce and some jobbers are cleaned out of them. Prices are: Fine off-stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—There are large stocks of these in the hands of jobbers. The demand is fair. We quote 9 to 13c. per lb.

DATES.—These are still in active demand although the jobbers have delivered the majority of their orders under contract. The prices in New York advanced on Saturday. We quote: Hallowees, $1\frac{1}{2}$ to 5c.; Sairs, 1 to $1\frac{1}{2}$ c. and Fards, $7\frac{1}{2}$ to 8c. per lb.

PRUNES.—Cable wires report the crop practically out of first hands. Arrivals are coming in from the Coast daily and active buying is reported on all sizes. We quote: 100-110s, 4 to $4\frac{1}{2}$ c.; 90-100s, $4\frac{3}{4}$ to $5\frac{1}{2}$ c.; 80-90s, 6 to $6\frac{1}{2}$ c.; 70-80s, $6\frac{1}{2}$ to 7c.; 60-70s, 7 to $7\frac{1}{2}$ c.; 50-60s, 8 to $8\frac{1}{2}$ c.; 40-50s, $8\frac{1}{2}$ to 10c. per lb.

FIGS.—There is an active sorting-up demand in all lines of figs. We quote as follows: Tapnets, 1c.; Naturals, 8c. and Elenes, 10 to 15c. per lb.

CALIFORNIAN SEEDED RAISINS.—There is a good movement in these from stock and the prices are firm. Quotations are as follows: $8\frac{1}{2}$ to 9c. per lb. for 12 oz. packages and $10\frac{1}{2}$ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, $7\frac{1}{2}$ c.; 3-crown, 8c. and 4-crown, 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS.—There is an active demand for apricots and peaches and the prices are firm and unchanged. We quote: Apricots, 9 to 13c. and peaches, 9 to 12c. per lb.

GREEN FRUITS.

Trade in all lines of green fruits is active and a buoyant tone dominates the market, keeping up the prices well. Large

Shipments of oranges continue to arrive daily and are sold out almost as fast as they come in. Mexicans and Valencias are favorites. Californians are just commencing to come in and are a little on the green side yet, the crop this year being late. Pineapples are scarce and dear, with hardly any demand for them. Apples continue moving out steadily. The first Messina lemons will be on the market in a few days and the price will probably be \$3.50 per box. Quotations are: Californian navel oranges, \$3.75 to \$4 per box; Florida oranges, \$3.75; Mexicans, \$2.25 to \$2.50; Jamaicas, \$2.75 to \$3 in boxes and \$5.50 in barrels; Valencia oranges, \$4.50 to \$6.75 per box, according to sizes; Tangerines, \$4.50 per half-strap; pineapples, \$1 to \$1.50 per crate; grape fruit, \$3.50 to \$4 per box; Malaga grapes, \$5.50 to \$7 per bbl.; winter apples, \$2.25 to \$3 per bbl.; fancy Jersey cranberries, \$10.50 per bbl.; Cape Cod, \$9.50 per bbl.; Nova Scotian, \$7.50 per bbl.; sweet potatoes, \$1.50 per bbl.; bananas, \$1.25 to \$1.75 per bunch for ordinary, and \$2.25 to \$2.50 for large bunches; Californian lemons, \$4 to \$4.50 per case; Messina, \$3.50 per box; cucumbers, \$1.75 to \$2.00 per doz.; Californian tomatoes, \$3.50 per crate.

VEGETABLES.

There is a good demand for potatoes, cabbage and celery. The first radishes of the season are now on the market and are selling at 50c. per dozen. Prices are as follows: Lettuce, 30 to 40c. per doz.; mint and parsley, 15 to 20c.; cauliflower, 50c. to \$1 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, \$1 to \$1.20 per bag; celery, 50 to 75c. per dozen; squashes, \$1 to \$1.50 per dozen, pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; citrons, 40 to 50c. per doz.; celery, Californian, \$1.50 per crate; ditto, cauliflower, \$3.75.

COUNTRY PRODUCE.

EGGS.—The receipts of strictly fresh eggs are light and the stock coming in is bringing fancy prices. The principal movement is in limed and cold stored, the prices of which are well maintained. We quote: Strictly new laid, 25 to 26c.; and fresh, 19 to 20c.; limed, 18c. and cold stored, 16 to 19c. per doz.

BEANS.—Some Austrian grown beans are reported to be offering on this market at prices which are lower than were asked by holders of the Canadian article. There have not been many transactions between buyers and sellers on the basis quoted below, as buyers are only inclined to buy for present wants. We quote \$1.75 to \$2 in carlots.

DRIED AND EVAPORATED APPLES.—There has been little movement in evaporated apples so far this fall and the offerings of dried are meeting with hardly any response. We quote 6½ to 7c. for evaporated and 4c. per lb. for dried.

HONEY.—There is a moderate demand for honey. We quote: Extracted clover, in 60 lb. tins, 9c.; in glass jars, small sizes, 95c. to \$1.85 per doz.; combs, \$1.50 to \$2 per doz.

POTATOES.—The demand is heavy and arrivals are fair. The prices are firmer at 85 to 90c. per bag in carlots, on track, Toronto.

BUTTER AND CHEESE.

BUTTER.—Good qualities of dairy are firm in value. Quite a lot of inferior dairy butter is coming forward, increas-

ing the demand for creamery and advancing the prices thereof on the local market. The English market for Canadian choice dairy and creamery butter is stiff. We quote: Dairy, 1 lb. prints, 18 to 19c.; large rolls, 16 to 18c.; choice tubs, 16 to 17c.; inferior tubs, 14 to 15c.; creamery prints, 21 to 24c. and creamery solids, 20 to 23c. per lb.

CHEESE.—The market locally is active and firm. The local demand is fairly satisfactory, and the outside markets are strong and active. We quote: Finest, 13 to 13½c. per lb.

POULTRY AND GAME.

DRESSED POULTRY.—The cold weather this week has had the effect of keeping back the receipts of dressed poultry of all kinds. The demand is good. We quote: Turkeys, 9 to 12c.; geese, 7 to 8c.; ducks, 9 to 10c., or 60 to 90c. per pair; chickens, 8 to 9c., or 30 to 50c. per pair.

LIVE POULTRY.—The arrivals of live poultry are fair and the prices are firm. The principal export trade is being done in chickens, the local market being now capable of absorbing at good prices all the turkeys, geese and ducks coming forward. We quote: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per lb.

GAME.—The game season is over as far as the receipts are concerned. The local demand for the commodity is light. We quote: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

FISH.

There is a good business doing in all lines of fish. Herring and finnan haddies are scarce. Oysters are advancing in Baltimore, and prices here are firm in sympathy. We quote as follows: Frozen fish, trout, 7 to 7½c.; herring, 5 to 6c.; perch, 1 to 5c.; pike, 6c.; British Columbian salmon, 15 to 20c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$3.75 to \$4.50 small pail and \$6.75 to \$7.25 for large; smoked ciscoes, \$1.25 per basket; Digby herring, 75c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, \$4.50 for 25-lb. boxes and \$1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; ciscoes, \$1.25 per basket; kippered herring, \$4 per case of 4 doz. tins; Labrador herring, in half-barrels, \$3 and lake herring, \$4; salt sea salmon, \$8 to \$10 per 100 lb.; salt sea mackerel, \$2; lake herring, \$1; frozen sea herring, \$2.25

per 100; bloaters, Yarmouth, \$1.25 to \$1.50 per box.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There have been heavy deliveries of grain and the prices are easier. We quote: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 31c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bushel on track, Toronto.

FLOUR.—A fair demand for flour is reported and prices are steady. We quote: Ontario patents, in bags, \$3.35 to \$3.65; Hungarian patents, \$1.10 to \$1.20; Manitoba bakers', \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50 per bbl.

BREAKFAST FOODS.—There is a good volume of trade doing in oatmeal and rolled oats. The prices of oatmeal and rolled oats have declined 15c. per bbl. Pot barley has gone down 10c. We quote as follows: Oatmeal, standard and granulated, in carlots on track, \$1.30; standard rolled oats, in carlots, \$1.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, \$2.25 per 100 lb. bbl.; cornmeal, \$4; split peas, \$1.75; pot barley, \$1, in bags; in wood, 15c. extra.

HIDES, SKINS AND WOOL.

HIDES.—The movement in hides continues brisk and prices are steady. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

CALF SKINS.—There is a fair demand for these. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—There is a good call for sheepskins. The price is steady at 75c. each.

WOOL.—This market is improving. We quote: Fleece wool, 11c. and unwashed wool, 7½c. per lb.

TALLOW.—The price of this commodity is weak with no quotable change. The ruling prices are 6½ to 7c. per lb.

SEEDS.

The outside deliveries of red clover and alsike continue light. Timothy is coming in more freely. Prices at outside points follow: Red clover, \$6.25 to \$6.75; alsike, \$6.50 to \$7 and timothy, \$1.60 to \$1.85.

MARKET NOTES.

Cheese has advanced ½c. per lb. Oatmeal and rolled oats have declined 15c. per bbl. and pot barley is 10c. per bbl. lower.

SITUATION WANTED.

COMMERCIAL TRAVELER WITH A CONNECTION among grocers, bakers and confectioners from Halifax to Victoria, open for engagement January 1st. Salary or commission. Address, "Traveler," care of THE CANADIAN GROCER, Montreal. (48-50)

PARTNER WANTED.

PARTNER WANTED—YOUNG, ACTIVE, with \$1,500 to \$2,000; established Grocery and Fruit business in Eastern Townships. Address Box 11, CANADIAN GROCER, Toronto. (50)



LEARN

Rapid and Ornamental Lettering for Signs, Show Cards, Price Tickets, etc. A new field for Clerks, Merchants, Window Trimmers and others to increase their earning capacity. My book of instruction at \$1.00 tells all, and is illustrated with 34 Sign Writers' model alphabets and Figures. It will teach you the art during leisure hours **AT HOME.** Reliable. Students everywhere. Write to-day. Address: Free. Send address and receive full particulars and sample of the New Raised Letter Work.

W. EDWARDS, Carleton Place, Ont.

"Sarnia" OIL

LAMP

Equal to best American Oil.

GROCCERS ALL SELL IT.

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

SAMUEL ROGERS, President.

W. HARRIS & CO.

Manufacturers and Importers of
SAUSAGE CASINGS, SEASONING, Etc.

Correspondence Solicited.
Long Dis. Telephone North 1386.

W. HARRIS & CO., Danforth Ave., TORONTO.

Malaga Grapes (Fine Quality).

Special prices for quantities.
—Mexicans, Floridas, California
Navels (all sizes), Valencias,
420s and 714s, Jumbo, 420s.

Oranges—California, 240s, 300s, 360s, 400s and 420s
(bright stock). Messina, 300s and 360s.
Palermo, 300s.

Lemons—Good Fruit.
All orders sent us will be filled promptly and
carefully at close prices.

Bananas—Good Fruit.
SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

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

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

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, **TORONTO**

Holiday Fruits
ORANGES ALL KINDS
at
Right Prices.

Let us have your
CHRISTMAS ORDER
for all Fruits, Nuts, etc.

Get our Price Lists.
CLEMES BROS.,
TORONTO.

QUEBEC MARKETS.

Montreal, December 11, 1902.
GROCERIES.

THE movement of goods from the
wholesale houses just now is very
active, some houses reporting the
most active holiday demand in their his-
tory. Several important changes in pri-
ces have been made this week, among
them a drop of 10c. in sugars. Coal oil
has also gone up another cent, and may
go higher. Monday was observed as a
holiday by most people in Quebec Pro-
vince, as a consequence of which business
on the two or three succeeding days was
all the more active. The country roads
are in better condition, and except on
one or two very cold days, visiting buy-
ers have been numerous in the city.

SUGAR

On the 3rd instant all sugars were re-
duced 10c. for Quebec and Ontario only.
This change was made in view of the im-
portation of a considerable quantity of
American refined sugars, but since then
an advance of 10c. took place on the
New York market, and this market has
become stronger in sympathy, though no
actual change in prices was made. At
the lower prices an active business was
done here. Granulated sugar now sells at
\$3.80 for No. 1 and \$3.60 for No. 2; both
yellows at \$3.15 to \$3.75.

TEAS.

There has not been much change in the
tea market. The position of almost all
teas is still strong. Ceylon low grades
have continued to advance and are now
about 1½c. higher than last week. The
higher grades, however, have not changed
in price, but are still firm. Green teas
are also very firm. Japans are still high
and very firm. Some arrivals are report-
ed on this market during the week, and
one large house announces that it will
have sufficient to supply all demands
from retailers.

SYRUPS AND MOLASSES.

The movement in corn syrups, though
gradually improving, is still quiet, and
no quotable changes are reported. We
quote: In bbls., 3c.; in half barrels, 3½c.;
in quarter barrels, 3¾c.; in 38½ lb. pails,
\$1.40 and in 25 lb. pails, \$1.10. As to
molasses there has been little or no
change. Some severe competition is re-
ported in this market on the part of a
Halifax concern. Barbados molasses is
quoted at 24 to 25c.; New Orleans, 16 to
17c.; Antigua, 21c. and Porto Rico, 35c.

SPICES.

On the local market the prices have re-
mained unchanged, though the tone of the
market is firm. Advices from New York
state that the market for all lines is
firm, but quiet. Mace is in very small
supply. Prices follow: Nutmegs, 35c. to
55c. per lb., as to size; penang mace, 45
to 50c. per lb., as to quality; pimento,
ground, 12½ to 15c.; cloves, 15 to 25c.;
pepper, ground, black, 17 to 22c., accord-
ing to grade; white, 25 to 27c.; ginger,
whole Cochin, 15 to 17c.; Japan, 13 to
14c.; Jamaica, 16 to 20c.; Afghan, 12 to
13c.; ground Japan, 15c.; Cochin, 16 to
17c.; Jamaica, 20 to 22c.; and Afghan, 13
to 14c.

RICE AND TAPIOCA.

There is no change. Business continues
fairly good. We quote: B rice, in bags,
\$3.02½; in half-bags, \$3.07½; in quarter-

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

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

St. Arnaud & Clement,

Wholesale Provision Merchants,
BUTTER, CHEESE, EGGS,
POULTRY and DRESSED HOGS.
10 Place d'Youville, - **MONTREAL.**

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.
BANANAS, ORANGES, LEMONS,
MALAGA GRAPES, NUTS, ETC.
66 Colborne Street, - **TORONTO.**

WILLARD & CO.

Wholesale Produce and Commission
Merchants.
Consignments Solicited of
BUTTER, EGGS, POULTRY
and all kinds of Produce. Prompt returns.
86 Front St. E., - **TORONTO.**

Persons addressing advertisers will
kindly mention having seen their ad-
vertisement in The Canadian Grocer.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.
Correspondence and Agencies Solicited.
Stovel Building - **WINNIPEG, CANADA**
P.O. Box 731.

E. NICHOLSON

Wholesale
Commission Merchant
and Broker.
Correspondence Solicited from
Manufacturers and Shippers

WINNIPEG, MAN.

bags, \$3.12½; in pockets, \$3.17½. In ten bag lots an allowance of 10c. is made. CC rice, \$2.92½, in bags; \$2.97½ in half-bags; \$3.02½ in quarter-bags and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS.

Prices have not been changed in canned goods this week. The firm feeling and strong position of tomatoes, peas and corn is still a feature of the market and prices on all lines are well maintained. Prices are as follows: Tomatoes, \$1.60 to \$1.75; corn, 95c.; peas, 90c. to \$1.27½; string beans, 87½c. to 90c.; strawberries, \$1.15 to \$1.60; blueberries, \$1.25; raspberries, \$1.15 to \$1.60; gooseberries, \$1.15 to \$1.60; pears, 2s., \$1.60 to \$1.70; 3s., \$2.10 to \$2.15; peaches, 2s., \$1.65 to \$1.70; 3s., \$2.50 to \$2.75; 3 lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2 lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per dozen; spinach, \$1.50; sugar beets, 95c. to \$1; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.10.

FOREIGN DRIED FRUITS.

CURRENTS.—Most of the holiday supplies of currants have been received, and prices are unchanged. We quote: Fine Filiatras, 5½ to 5¾c., in cases; cleaned, 5½ to 5¾c.; in 1 lb. cartons, 6¼ to 7c.; finest Vostizas, 6¼ to 7c. per lb.

SULTANA RAISINS.—The market is steady at 9 to 10c. for best quality fruit.

VALENCIA RAISINS.—The tone of the market for Valentias is firm and prices are unchanged. We quote: Finest off stalk, 8c.; selected, 8½c.; layers, 8¾ to 9c., according to brands.

MALAGA RAISINS.—Owing to the comparatively small importations of this fruit stocks are now becoming light and the prices are firm. Our quotations are still as follows: London layers, \$1.75 to \$1.90; "Connoisseur Clusters," \$2.17 to \$2.50; "Royal Buckingham Clusters," \$3.40 to \$3.50; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼s., \$1.30 to \$1.40.

FIGS.—Trade continues active. Comadre figs are now worth \$1.20 per tapnet and Eleme table figs sell at 10½ to 20c. per lb.

DATES.—The price of new dates is 4c. per lb. There is a fair quantity on the market.

CALIFORNIAN RAISINS.—The scarcity of Malaga raisins is tending to stiffen the prices of Californians, and the market is becoming firmer. Loose muscatels sell at 7¼ to 8c. and seeded, in 1 lb. packages, are worth 9¼ to 10c.; in 12 oz. packages, 7½c. per lb.

PRUNES.—Prices are unchanged in this market. A good steady demand is experienced, and our quotations are still as follows: 8½c. for 40-50s; 8c. for 50-60s; 7¾c. for 60-70s; 7½c. for 70-80s; 6¾c. for 80-90s; 6¼c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

NUTS

Brazil nuts have advanced ¼c., while Grenoble walnuts are ¼c. lower per lb. Otherwise there has been no change in the market. Prices follow: Walnuts, 12½ to 13½c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 26 to 27c.; shelled alm-

onds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14½ to 15½c. per lb.

GREEN FRUITS.

The demand for green fruits for the Christmas trade has been very good, and nearly all lines on the market have been moving out well. Red onions are somewhat lower this week and Jamaica oranges are also reduced in price. We quote: Jamaica oranges, \$2.25 per box and \$4.50 to \$5 per bbl.; Californian navels, \$3.75 to \$4.00 per box; Valentias, 714s., \$1.75 per box, and 420s, \$4.50 per box; Messina lemons, \$4.00 per box; cocoanuts, \$3.50 per bag of 100; bananas, \$1.75 per bunch; Canadian cabbage, 25 to 40c. per dozen; potatoes, \$1.15 to \$1.30 per bbl.; pears, \$3.25 and limes, \$1.50 per box; Canadian apples, in bbls., \$1.50 to \$3, and in baskets, 20 to 30c.; Spanish onions, 60c. per crate and \$2.25 per case; sweet potatoes, \$3.00 per barrel and Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$9 to \$10.75 and red onions, \$1.75 to \$2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, \$1.15 per doz.; wax beans, \$2.50 per basket; green beans, \$2.50 per basket, and cucumbers, \$2.25 per doz.; pineapples, 21s., \$1 to \$1.50 per crate; Almeria grapes, extra fancy tinted, \$7.50 per keg; fancy heavy weights, \$7 per keg; choice heavy weights, \$6.50 per keg; ordinary, \$5.50 per keg; Californian celery, \$5.25 per case.

FISH.

The market is still fairly active and arrivals of frozen fish have been heavy. Green cod is still scarce and the price is firm, but unchanged. Our prices are as follows: Haddies, 6 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, \$5.50 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl.; No. 1 Scotch herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish \$6.00 and mackerel, \$20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4 to \$1.50 per 100-lb. bundle; British-Columbian salmon, \$12.50 per barrel; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.45 per dozen; Canadian kippered, \$1.00 per doz.; Canadian ¼ sardines, \$3.50 to \$3.75 per 100; canned Cove Oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$6 to \$7.50 per bbl.

BUTTER AND CHEESE.

BUTTER.—Prices are again advanced this week and the market is firm, owing to the continued light receipts. Trade, however, is not active. We quote as follows: Finest Quebec, 22¼ to 22½c.; finest Townships, 22½ to 23c. Fine dairy stock sells at about 17 to 17½c. per lb.

CHEESE.—There has been no change in prices, finest fall make being still quoted at 12 to 12½c. There are practically no orders coming in and although a few cheese are going forward, these are in fulfillment of previous orders. English buyers are still holding off and export business is very small.

COUNTRY PRODUCE.

EGGS.—Except that candled stock has come down ¼c. in price the tone of the market on all lines is firm, with a good demand. We quote as follows: Selected,

25c.; candled stock, 19½ to 20c.; Montreal limered, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limered, 17½c.; cold storage stock, 17½c. and western limered, 16½ to 17c. per doz.

POULTRY.—The price of turkeys, ordinary stock, has advanced, and indications are that higher prices still will prevail. The market in all lines is firm. We quote: Choice turkeys, 12 to 12½c.; ordinary, 11 to 11½c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 9 to 10½c.; geese, 7 to 8c. per lb.

POTATOES.—Owing to the cold weather of the past few days the market has strengthened and prices have advanced about 3 to 5c., with a higher tendency. We now quote: Choice stock, in carlots, 75 to 80c.; ordinary, 68 to 72c. per bag; in small lots, 95c.

HONEY.—There has been no improvement in the demand, which is still light, and prices are unchanged. We quote as follows: White clover, in combs, 11 to 11½c. and white strained, 8 to 8½c. per lb.

BEANS.—The market remains quiet and no quotable change is reported. Prime sell at \$2 per bushel, in carlots, and at \$2.05 to \$2.10 in small lots.

MAPLE PRODUCTS.—Business is still quiet. Prices, which are unchanged, are as follows: Syrup, in large tins, 70 to 80c.; small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—The market for potash is entirely without change. We quote: First pots, \$1.35 to \$1.40; seconds, \$3.60 and pearls, \$6.25 per 100 lb.

FLOUR AND GRAIN.

FLOUR.—There have been no quotable changes in the market for flour. Considering the season there is a fair trade doing. We now quote: Choice Manitoba spring wheat patents, \$4.20; seconds, \$3.90; strong bakers', \$3.50; straight rollers, \$3.60 to \$3.75; winter wheat patents, \$3.75 to \$4.

GRAIN.—Oats have declined in price about 1½c. There is a fair local demand at present, and some inquiry is reported from New York, without, however, much business resulting. Peas are unchanged in price but firmer. Rye is lower. Buckwheat and corn have also gone down. We quote: Rye, 49c.; peas, 73½; corn, 66c.; buckwheat, 51c.; feed barley, 41c.; oats, 35½ to 36c. ex-store.

FEED.—The prices are still firm but no actual change is reported. The market is active and offerings continue on the light side. Our quotations are as follows: Manitoba bran, \$18.00, and shorts, \$20; Ontario bran, \$17 to \$18, shorts, \$19 to \$20; moullie, \$23 to \$30, according to quality.

OATMEAL.—There is no change on this market, which continues quiet at steady prices. The price of rolled oats, in small lots, is \$4.60 per barrel and \$2.25 per bag; and in carlots, \$1.30 per barrel and \$2 to \$2.05 per bag.

BALED HAY.—An active trade is doing with both local buyers and United States buyers. No quotable changes are reported and prices are as follows: No. 1 timothy, \$9 to \$10; No. 2, \$8 to \$8.75; clover, \$6.50 to \$7 per ton in carlots.

RAW FURS.

Business in raw furs this week has not been particularly active, offerings having been somewhat lighter than a week ago. There is, however, a fair trade doing at the prices we here quote, except, of

G.O.B. Manitoba Patent

surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars.
Our CALLA LILY is A 1 family flour.

MODEL ROLLER MILLS, Perth, Ont.

A BUSY TIME.

In fact, too busy to write lengthy advertisements, but would just remind the Trade that our stocks are still complete in all staple lines, such as :

Finest Vostizza and Filiatra Currants, Choice Selected and Finest Off-Stalk Raisins, C. & B. Peels, of all kinds, Hallowee and Sair Dates, Seeded Raisins, Tap Figs, Prunes, Shelled Walnuts and Almonds.

If you are in a hurry for goods wire or 'phone at our expense. We are prompt shippers.

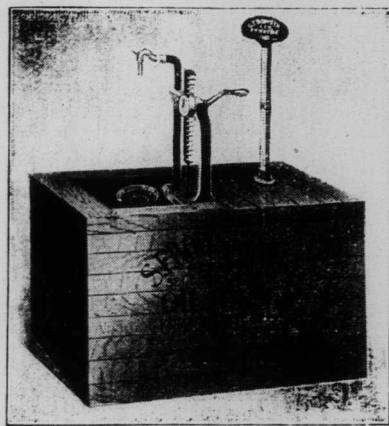
The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275.

Guelph, Ont.

Come, Let Us Reason Together.



FIRST FLOOR TANK.

Suppose you should discover

A HOLE IN YOUR CASH DRAWER

through which you were losing pennies daily. Would you take weeks and months to debate in your mind whether you would repair it or not? Hardly! Everything about the place would come to a standstill, if necessary, until that leak was stopped. Why? Because it means

A MONEY LOSS.

This being the case, isn't it a trifle odd, knowing as you *must* know, that in handling oil in the old-fashioned way, drawing from leaky barrels or pumping into "sloppy" measures, you are daily and hourly losing money as surely as though there were a hole in your cash drawer, that you procrastinate and debate in your mind whether "it will pay" to stop the leak? It *will* pay, and you can do it by installing in your store a

BOWSER OIL TANK 3 MEASURE SELF-MEASURING
GALLONS, HALF-GALLONS AND QUARTS AT A STROKE.

NO WASTE, NO LOSS, NO SLOP, NO DIRT,
NO MEASURES, NO FUNNELS. YOUR OIL
IS WASTING; ISN'T IT TIME TO STOP IT?

Let Us Quote You Prices To-day.

Ask for Catalogue "B."

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

65 Front St. East, TORONTO.

Ozone and The General Merchant.

Owing to the rapidly increasing demand for Powley's Liquefied Ozone with the general merchants throughout the Dominion, we have arranged for the following wholesale grocers to handle it:

- THE EBY, BLAIN CO.,
Limited.
Toronto, Ont.
- JAMES LUMBERS,
Toronto, Ont.
- WARREN BROS & Co.,
Toronto, Ont.
- T. KINNEAR & CO.,
Toronto, Ont.
- JOHN SLOAN & CO.,
Toronto, Ont.
- E. ADAMS & CO.,
London, Ont.
- JOHN GARVEY,
London, Ont.
- LUCAS, STEELE &
BRISTOL, Hamilton, Ont.
- LAPORTE, MARTIN & CO.,
Montreal, Que.

In buying, it will be necessary for you to sign an agreement to not cut prices, as we protect our customers by making it impossible for departmental stores or others to sell Ozone at cut rates.

When placing your order also write us and we will forward advertising matter free of charge.

THE OZONE CO.,
TORONTO, ONT.

course, in beavers, which are not now offered.

adian fine, \$1.50 per bag; cheese and butter salt, \$2.25 to \$2.35 per bbl.; 5-lb.

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

MONTREAL NOTES.

Coal oil is 1c. higher.
Jamaica oranges are lower in price.
Sugars have dropped 10c. per 100 lb.

NEW BRUNSWICK MARKETS.

St. John, N.B., December 8, 1902.

BUSINESS is active. The retail stores are beginning to feel the holiday demand. St. John is proud of her retail grocery stores; we feel sure they will compare favorably with any in Canada. In markets, burning oil is again higher, and values in all lines are firmly held. There are, of course, one or two weak points, such as evaporated apples and onions. Hops are very much higher and likely to advance still further. The sale here is limited. Cream of tartar is holding firm and the stock is small. The winter port business is very active and shipments of cattle at present are very large.

OILS.—In burning oil there is a further advance and the market is very firm and higher prices would not be a matter of surprise. In lubricating oil there is a good business for the season. In paint oils the prices we quote are for spot stock. The market for spring delivery is weak and large orders are being booked at 15 to 20c. below the spot price of linseed oil. Turpentine is unchanged. In cod oil supplies are in and the market is firmly held.

SALT.—In Liverpool coarse salt the market is now being supplied by the regular weekly steamers. It is shipped both from Liverpool and Manchester, or rather on the steamers coming from both these ports. The regular winter port boats are charging rather higher freights than the outside steamers, consequently prices are firmly held. In fine salt the prices are unchanged from the slight advance of a few weeks ago. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory filled, 95c. to \$1. Can-

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

CANNED GOODS.—Some American tomatoes have been received and they turn out better in quality than some expected. It means, however, high prices and a much lighter sale than usual. In corn and peas, which it is expected will find an increased demand, prices are very firmly held and higher figures are expected. In fruits there is a fair sale. Singapore pineapples have more attention here. Gallon apples are quite a full stock and the prices are firmer. Cherries are in light supply. In salmon rather firmer prices rule. In meats, spot business is dull. Domestic canned fish are unchanged.

GREEN FRUITS.—The dealers are very busy. Some particularly fine Jamaica oranges have been received. In Valencia oranges business is not large. Prices are unchanged. It is early for this fruit. Lemons find a steady sale at even figures. In apples, for best stock, American and Ontario goods hold the market. There is a wide range in prices. The outside fruit has, however, prevented extreme figures. In grapes there is quite an active demand for Malaga stock. In sweet potatoes the stock does not seem to stand up. Cranberries show a good sale at a wide range in prices, imported being quite high. A few bananas are imported, but at this season it is a very small business.

DRIED FRUITS.—Dealers are very busy. The slow arrival of goods, particularly Californian seeded raisins, has put our buyers to great inconvenience. Some quite large arrivals this week have relieved the situation. There have been large receipts of loose muscatels, showing quite an advance. Prunes are easy with fair stocks held. Evaporated apricots and peaches are a light sale. In figs the sale has been large. Dates have also sold very freely, prices being low. Peels are seasonable goods, but stock

here is not large. Evaporated apples are easy and the market is well supplied. The sale of nuts has been large, even at the full figures. Onions are dull and prices lower.

DAIRY PRODUCE.—Eggs are firmer and have an improved sale. Dealers are particular about quality, and there is quite a range in price. Butter is firm, but fair stocks are held and quite a little is offering from the country. Cheese is firmly held, but the local business is not large.

SUGAR.—Dealers hold quite large stocks. Market is firm and a further advance is daily expected. The past season has shown the best profits to dealers they have had for years.

MOLASSES.—There is a good steady demand. Stocks here are not heavy and dealers are holding for rather higher prices. Except a little Barbados, Porto Rico is the grade offered.

FISH.—Business is rather quiet. In dry cod the price is unchanged, though the market is hardly as firm. Pollock are firm, as stock is light, but this is not a large market. Smoked herring are held firm at the high prices, and the stock is light, but this is not a large market. Smoked herring are held firm at the high prices and the stock is very small. Dealers in pickled gaspereaux, or "Alewives," as they are called, are rather blue this season, as prices rule low. This is quite a large business here. Pickled herring are unchanged. Finnan haddies move freely. We quote: Haddies, 4 to 5c.; smoked herring, 12 to 12½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2 to \$2.15 per half-barrel; dry cod, \$3.50 to \$3.55; pickled shad, per half-barrel, \$6.

FLOUR, FEED AND MEAL.—In Manitoba flour prices are unchanged. Ontario flour is a little easier. Feed is very scarce. There is a good demand and the prices are high. Cornmeal continues low. In oatmeal full prices are asked, and there is a fair demand. Oats are high. Beans are rather firmer, but the market seems unsettled. Peas are high and scarce: We quote: Manitoba flour, \$1.75 to \$1.80; best Ontario, \$1.20 to \$1.25; medium, \$3.95 to \$4; oatmeal, \$1.50 to \$1.60; cornmeal, \$3 to \$3.10; middlings, in small lots, \$26 to \$28; oats, 40 to 44c.; handpicked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.50; yellow eye beans, \$2.80 to \$3; split peas, \$4.55 to \$5.25; barley, \$1.25 to \$1.40; hay, \$9 to \$10.

ST. JOHN NOTES

Mr. Craven, representing Chase & Sanborn, is in the city.

Purves & Graham, St. Stephen, landed a car of dried fruit, from The J. K. Armsby Co., last week.

Hall & Fairweather have this week hung in their office a magnificent moose head. It is greatly admired by all.

Importers are at a loss to understand why they pay twice the price on rice from Liverpool they do from London. There is no kick, however, from the London shippers.

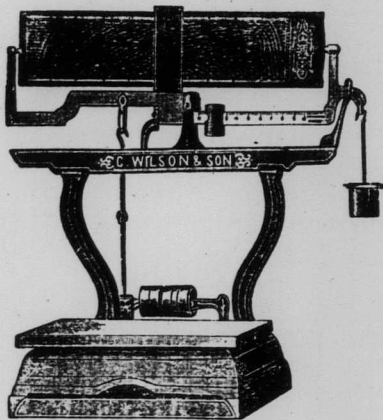
Bowman & Angevine intend to dissolve partnership the first of the year. Mr. Angevine has accepted a position with T. H. Estabrooks. The business will be continued by Mr. Bowman.

At the annual meeting of the Board of Trade the old officers were re-elected. W. M. Jarvis is president and John Sealy, vice president. There has been a large increase in membership during the year.

It Wears Well.

To wear well, an article must be good. And the consumer knows a good thing when once tried. **JAMES' "DOVE" LEAD** is good and that's why it's lasted more than sixty years, with the sales steadily increasing.

W. G. A. LAMBE & CO., CANADIAN AGENTS.



Honesty Goes Hand in Hand With Prosperity.

If you are not honest you may prosper for a short time, but your fall will be swift and sure.

If you are honest and find that you do not prosper your case will stand investigation, and in nine cases out of ten the reason the honest grocer does not prosper is because he uses old and inferior scales in his business, and when he thinks he is selling a pound of sugar or rice, or anything else, he really is parting with about a pound and a quarter for the price of a pound.

Are you prospering as you should?

If not, it might be a good thing to look into the scale question. We have a Ball-Bearing Computing Scale which is HONEST. We guarantee this scale and sell it on easy terms.

Wilson's Scales
are
"MADE IN CANADA"

C. WILSON & SON
69 ESPLANADE ST. E. TORONTO

OUR CUSTOMERS SAY

Thistle Brand CANNED GOODS



Are the Best in Canada.

It looks as though they are right, for our season's pack is sold to them. If your wholesaler hasn't any on hand let us know, for we may be able to put you on the track of these "best" canned fruits and vegetables.

BRIGHTON CANNING CO.,
BRIGHTON.



A TRADE WINNER
AND
A TRADE
RETAINER

Bovril

"THE PERFECT FLUID BEEF"

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

INCREASED BUSINESS.

Raisins Apricots

Prunes Peaches

We expect a car to arrive nearly any day.

SELL ONLY TO WHOLESALERS.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Telephone Bell Main 65
Merchants 522.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

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.

PRICES on tapioca announced in this paper, brought Grocers' Wholesale Co., Limited, considerable business. They request cash buyers to correspond as they have many other bargains for them.

New Grenoble walnuts are in stock with Davidson & Hay, Limited.

T. Kinnear & Co. report having received Californian seeded raisins in 1-lb. and 12-oz. boxes.

Grocers' Wholesale Co., Limited, Hamilton, have a few cases of Canadian tomatoes still to offer.

Davidson & Hay, Limited, are taking in stock a carload of choice evaporated peaches in bags.

Lucas, Steele & Bristol are making their shipments of holly this week. A few cases are still left.

A shipment of new Marbot walnuts is close to hand for Davidson & Hay, Limited, and should be in stock about December 15.

The shareholders of Grocers' Wholesale Co., Limited, have been getting a snap in walnuts. Samples and quotations when requested.

Direct shipments of Keen's mustard, all sizes, Keen's blue, Rowat & Co.'s pickles, Crosse & Blackwell's pickles, sauces, etc.,

have recently arrived in store with Grocers' Wholesale Co., Limited.

Lucas, Steele & Bristol are making a specialty of pure Saigon cassia and whole Penang cloves.

A carload of Santa Clara prunes, full assortment, is arriving this week for Davidson & Hay, Limited.

The J. M. Lowes Co., Limited, 109 Front street east, Toronto, are offering a fancy jar of spice for Christmas trade.

The pretty jelly jars and tumblers for dressings and pastry spice sent out by Lucas, Steele & Bristol, are in demand.

L. Chaput, Fils & Cie have now in stock a very nice line of Sultana raisins, high-class goods, which will be found of good value.

Davidson & Hay, Limited, have just received a carload of fancy Japan rice, full-crown, which they are offering at close figures.

The Eby, Blain Co., Limited, have in stock a fine sample of Trinidad sugar, which is just the thing for Christmas baking.

The R. & J. H. Simpson Co., Guelph, are offering special prices for the balance of the year on all kinds of fruits, peels, nuts, etc.

The Eby, Blain Co., Limited, will have a large stock of fancy Malaga raisins in boxes, ¼-flats and 1-lb. cartons, but

would advise buyers to place their orders at once, as their stock is being rapidly depleted.

T. Kinnear & Co. report just to hand a shipment of tap figs in serons. These have been scarce and in good demand for some time.

The Eby, Blain Co., Limited, have a large stock of new dates—Fard, Hallowee and Sairs—which they quote at close figures.

Fancy Californian prunes—30-40's, 40-50's and 50-60's—in 100-lb. sacks, are quoted at very attractive figures by The Eby, Blain Co., Limited.

New arrivals of Roquefort cheese are to hand with Lucas, Steele & Bristol. Their icings and red sugar are same as last season; also Sea Island twine for Christmas parcels.

L. Chaput, Fils & Cie have received 1,000 packages of Japan teas, including Nos. 1, 2, 3, 4, 50 and 100 of the well-known Owl Chop brands, being the balance of this Spring's importations.

The R. & J. H. Simpson Co., Guelph, report the arrival of another car of canned salmon, including "Clover Leaf," "Nimkish River," "Labor" brand and "Totem," of excellent quality.

L. Chaput, Fils & Cie are receiving this week 100 chests of Ceylon teas, which, notwithstanding the recent advance, they are offering at low prices. Samples will be sent on application.

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto

CHAT

GEO. BELL, of Bell Bros., millers, Erin, Ont., met with a queer accident the other day. His coat got caught in a shaft revolving at the rate of 212 times a minute. It picked him up and whirled him around a few times and then deposited him in a wheat bin where he was found later unconscious. The machine had stripped him of all but his collar and boots. He escaped with a few bruises although he suffered greatly from the shock.

F. J. Hamilton has opened a grocery store at Halifax, N. S.

Tenders for supplies of groceries and provisions are called for by the Government for the asylum at Selkirk.

Thomas Bray Baker, president of the Western Elevator Co., died suddenly the other day of heart failure at his home in Winnipeg.

Chas. Brechin has sent about five hundred tons of sugar beets from Collingwood to the sugar factory at Warton by the tug Saucy Jim.

Franklin C. Gardiner, for years shipper for the Hudson Bay Co., Winnipeg, is dead. Deceased was 48 years of age. He leaves a widow and two children.

A petition has been sent to the Minister of Marine and Fisheries from Cape Breton, suggesting that the Government place seed lobsters in a pound. The petitioners claim that millions of eggs are lost, and want a water enclosure to make lobsters more plentiful.

QUEBEC TAXES TRAVELLERS.

At a recent meeting of the City Council of Quebec the following by-law was adopted :

1. No commercial traveller, being in the city of Quebec, shall take orders or sell goods in trade or other articles on sample catalogue or price list to persons other than merchants, in the ordinary course of their business, before having obtained for so doing a permit or license from the city of Quebec, which license shall be delivered by the City Clerk.

2. To obtain said license a sum of three hundred dollars shall be paid to the City Treasurer.

3. Any commercial traveller doing said business in the city of Quebec, without having obtained said license, shall be liable to a fine not exceeding forty dollars for each offence, and in default of payment of said fine, with costs and imprisonment for a space of time not exceeding two months.

The by-law will come into force on May 1, 1903.

A Holiday Suggestion!

Make a good display of

Clark's Meats and Specialties

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

55 VARIETIES.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

MINCE MEAT.

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

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

Capstan Mince Meat once sold is always sold.

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



NEW GOODS JUST ARRIVED.

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

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



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

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

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

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

LICENSED VICTUALLERS' MEET.

An important meeting of the Licensed Victuallers' Association of Montreal was held on December 3, when, in addition to a large amount of business being transacted, the election of officers for the ensuing year took place. The result of the elections was the unanimous reelection of the old officers and directors, who are:

Hon. President—Andrew J. Dawes.
President—Lawrence A. Wilson.
Vice-President—Amedee Blondin.
Secretary—L. A. Lapointe.
Treasurer—Victor Bougie.
Directors—H. Dubois, Louis Poire, F. L. Ethier, V. Lemay, B. Lepine, Jrs. McCarrey.
Advisers—Ald. H. Laporte, Ald. H. A. Ekers, Ald. C. Robillard, Ald. Jos. Lamarche, M. Davis, Thos. Kinsella, J. E. Quintal.

Several amendments to the license laws were proposed, among others, one to prevent men who had been arrested for being drunk on Sundays from giving evidence in court as to where they got the liquor, as many of these men, in the hope of having their sentence lightened, gave any name that came into their heads when they really did not know where they had obtained it. Complaint was made of the manner in which certain officers engaged informers to try and entrap liquor dealers.

The treasurer's report showed a good balance on the right side of the ledger, and also a large increase in the membership. The following new members were admitted to the association: H. Girouard, 111 St. Henry street; F. Durand, 260 Notre Dame; D. J. Ouimet, 51 Chaboillez Square; Jules Durand, 249a St. Lawrence; R. Lamoreux, 1235 Ontario; F. X. A. Bouthillier, 185½ Craig; Jules Belanger, 82 Berri; Francis Brophy, 1125 Notre Dame; P. J. Carroll, 97 Wellington; A. Danse-reau, 125 Commissioners; Charles Genest, 2130 Notre Dame; F. J. Gallagher, 151 St. James (Freeman's); Raphael Lemieux, 213 St. Lawrence; Patrick Lloyd, 204 St. Antoine; Narcisse Desilets, Grand Mere, Que.; Onesime Oiseau, 127 Commissioners; Rosaire Prieur, 1177 Notre Dame; A. Beauvais, 268 Craig; J. B. Poliquin, of Ahuntsic, Que.; C. Castellette, 115 St. James; D. J. White, 173 St. James; Jos. Daigneault, Ste. Angele de Manoir, Que.; F. Arpin, Marieville, Que.; P. Crepeau, 281 Lagauchetiere; Couturier & Gaudreau, 645 Notre Dame; Elie Chapdelaine, 201½ Craig; Theodore Larue, 105 Craig; Larue & Cardinal, 1909 St. Catherine; A. Dompierre, 101 St. James; Fenwick, Laroque & Co., 1299 Notre Dame; Wm. L. Wiseman, 461 Craig; Jos. A. Belereau, 1889 St. Catherine.

There is such an active demand for pure lard for the Christmas trade that the Canadian packers are unable to fill all their orders, and they say that they will be forced to advance prices.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER.

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

WELFORD BROS.,

LONDON, ONT.

MANUFACTURERS OF

Brooms AND Whisks

ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.

UNION LABEL on all our Brooms.

Sample orders of six dozen or more sent to any address, freight prepaid. Write for Price List.

Dried Apples
Evap. "Waste and Chops

WE ARE BUYERS.

Send sample and advise quantity, if you have any to offer.

THE W. A. GIBB CO.

7 Market St., HAMILTON.

Dressed Poultry Wanted

THE SIMCOE CANNING COMPANY

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

SHIP TO

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

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

The Simcoe Canning Co.

SIMCOE
XMAS MARKET

Dec. 23 and 24

Simcoe holds the largest Christmas market of any town in Canada. A grand opportunity for outside buyers to purchase butter, eggs and poultry of every description. For further information, address Box 279, Simcoe, Ont.

IF YOU WANT YOUR

XMAS FRUITS

EARLY and of finest quality, let us have your order.

Our goods are all in and being shipped. Send for Xmas Price List.

BASKET HOLLY free with each order.

WHITE & CO.

Wholesale Fruit. TORONTO.

SEND YOUR NAME if you have, or will get,

H AND H
TRADE MARK

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

FLOUR MAGOR'S DELICIOUS PATENT FLOUR.

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

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

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s

PURE, HIGH GRADE

Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

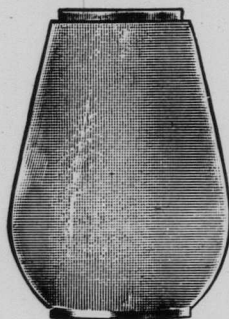
REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

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

California Evaporated Fruits

Apricots, finest in the market. Prunes, all sizes at lowest prices. Peaches, get our prices before buying.

DATES FIGS NUTS
ORANGES, LEMONS

Send for sample packages.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

BUY
Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

Cowan's Cake Icings,

and

Cowan's Pure Confections.

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

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



Canadian Maple Syrup

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

Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

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

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

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Established 1869.

BUTTER, CHEESE, EGGS, POULTRY.

Consignments solicited.
Highest prices. Prompt returns.

A. GIBB & CO.

83 COLBORNE ST., TORONTO

Established 1868

Geo. Wells & Matthews

Commission Merchants.

Live Stock, Grain and Produce Salesmen,
SYDNEY, N. S. W., AUSTRALIA.

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

Head Office:

Corporation Buildings, Sussex St.,
Cable address: "Wells" } SYDNEY, N.S.W.
Code. A B C.

THE ERIE TOBACCO CO., Limited,

Windsor, Ontario.

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

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

CIGARS FOR CHRISTMAS TRADE.

FOR the average smoker there is no more acceptable Christmas present than a box of cigars. Grocers should bear this in mind, and through interior and window displays and advertisements remind their customers of the fact. There may be some grocers and general merchants who are not handling tobacco in any shape or form, but there is still time between now and the holidays to secure a stock of cigars and make the necessary arrangements to bring them to the attention of the public.

Any manufacturer of cigars would only be too willing to give retailers information as to prices and suggestions as to how trade may be secured. A card to any of the manufacturers whose advertisements appear in this issue would bring a ready response.

It would, however, be necessary to act promptly if the benefit of the Christmas trade is to be secured.

AN INJUNCTION GRANTED.

A case exciting considerable interest in the tobacco trade has been decided by Mr. Justice Trenholme in Montreal in favor of the Granda Hermanos Y. Ca. A former partner, Frank Granda, received \$14,500 for his share in the business, of which sum \$10,000 was for his good-will and agreement to refrain from competing with his old firm.

The judge decided that his identity had been proven in connection with another concern carried on under the name of Jose Granda, and, characterizing his conduct as "a gross violation of the law," issued an injunction restraining him from taking any further part in the business now carried on under the name of Jose Granda, St. Peter street, Montreal.

CIGARS FOR XMAS PRESENTS.

J. M. Fortier, Limited, of Montreal, manufacturer of cigars, has this season put up his best brands in Xmas parcels, suitable for wholesale mercantile establishments to distribute as presents among their customers or employes. These goods are put up in very attractive form, in lots from 10 to 100, with any name that may be desired printed on each box. The

prices range from \$35 to \$140 per thousand. Samples will be sent free on application to any authorized manager or member of a firm.

BRITISH TOBACCO TRUST PLANS.

A despatch from Richmond, Va., says: "Rumors are current here to the effect that the American headquarters of The Imperial Tobacco Co., of Great Britain and Ireland, which are located here, will be abolished after this season and that the big British Trust will either resume its old method of securing tobacco through commission men or will effect some arrangement with The American Tobacco Co. whereby the two can work in conjunction in the purchase of the raw weed. No definite confirmation of the rumors was obtainable at the offices of the Imperial."

IN THEIR NEW QUARTERS.

The Erie Tobacco Co. are now established in their new and commodious quarters in Windsor, Ont., and their business is again in full blast. They are proud of the increasing demand for the "Queen's Navee" and their travellers report a more than satisfactory holiday trade. Mr. Youell, the well-known representative of the concern, is again happy at having the

opportunity of sounding the praise of the "Queen's Navee."

NOTES OF THE TOBACCO TRADE.

The principals of The Houde Co. were in Montreal last week in connection with the Tobacco Commission.

General McAlpin, president of The McAlpin Tobacco Co., was a guest at the Queen's Hotel, Toronto, last week.

E. B. Stewart, representative of The Consumers' Tobacco Co., of Leamington, reports business as booming in the western part of the Province.

Mr. McKay, of The Chatham Planet, is as usual enthusiastically optimistic as to the prospects of tobacco and everything else in the good old County of Kent.

The enterprise of The Erie Tobacco Co. in erecting their large and commodious drying-house at Ruthven is much appreciated by the farmers and growers in the vicinity.

The tobacco growers of the County of Essex are beginning to harvest their crop of 1902. The leaf is in excellent condition as to color, but owing to the wet season it lacks the gum quality that was characteristic of the plant last year.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

**Two
Standard
Brands**

The reason why I wish to include one or two hundred each of my "Pharaoh" 10c., and my "Pebble" 5c. Cigars in that "first or trial order," that I have been telling you about, is because, at the prices, they are the best sellers in all Canada.

The quality and workmanship in these two brands has set the standard by which many dealers make sales, claiming that their Cigars are just as good as the "Pharaoh" or the "Pebble." Of course this isn't so—nothing can possibly be as good as the original article.

*J. Bruce Payne, Cigar Mfr.,
Granby, Que.*

We are now prepared to ship the trade

Tonka

Beaver

AND **Apricot**

**McAlpin Consumers
Tobacco Company,**

Head Office : TORONTO. Limited.

Factories : Leamington and Toronto.

**"Marguerite"
Cigars**

are a well-known line, but you may not have given them a trial. That's why we keep talking to you about them. We won't be satisfied till we sell you a trial thousand or so. Pretty soon after that you won't be satisfied till you've had a thousand or more.

**"Marguerite"
Cigars**

**Tuckett Cigar Co., Limited,
Hamilton.**

Sometimes you lose Business

without knowing it. The consumer is pretty well posted, but does not always know the names of Brands, but the consumer does know a good article when using it, and comes back to the store where the best goods are sold. You may not always be asked for ST. LAWRENCE GRANULATED, but it is the most economical Sugar to be had. On account of its fine even grain there is less waste than in any other make. The consumer may not know that he is using

ST. LAWRENCE

but all the same he appreciates quality and gives repeat orders to the merchant supplying him with the finest Sugar.

solle
orde
repe

who

Bl

Dair

"

Che

Rgg

C

App

Asp

Bee

Blac

Bluc

Bea

Corr

Che

Pea

"

Pea

Pinc

Pea

Plu

"

Pun

Rag

Str

Suc

Tom

Lob

Ma

Sal

Sar

"

Hac

Kip

Her

C

Len

Ora

Cit

"

Ora

"

Len

Ban

Api

Pea

Pin

Jer

Mal

Api

Cr

Cr

"

Gra

Gr

Par

"

Ex

Pov

Ph

Cre

Brl

No

No

Mo

Ma

Cry

CURRENT MARKET QUOTATIONS

December 11, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
BUTTER, CHEESE AND EGGS						
Dairy, choice, large rolls, lb.	17	18	17	18	16	18
“ pound blocks.....	15 1/2	16	14	16	17	19
“ tubs, best.....	14	15 1/2	13 1/2	14	14	16
“ tubs, inferior.....	22 1/2	23 1/2	21	22	20	23
Creamery, boxes.....	12	12 1/2	13	13 1/2	11 1/2	12
“ prints.....	25	25	25	25	19	20
Cheese, new, per lb.....						
Eggs, new laid, per doz.....						
CANNED GOODS						
Apples, 3's.....	2 50		90	1 00	1 00	1 10
“ gallons.....	2 25	2 25	2 00	2 40	2 00	2 20
Asparagus.....	1 00	1 00	90	1 00		1 10
Beets.....	1 30	1 50	1 70	1 50	1 50	1 80
Blackberries, 2's.....	1 25			95	1 00	
Blueberries, 2's.....	90		90	90	95	
Beans, 2's.....	95		90	1 25	90	1 00
Corn, 2's.....	2 25	2 30	2 10	2 25	2 30	2 40
Cherries, red, pitted, 2's.....	2 25	2 30	2 00	2 25		
“ white.....	90		90	95	90	1 00
Peas, 2's.....	1 05	1 00	1 10	1 10	1 10	1 15
“ silted.....	1 27 1/2	1 30	1 10	1 20	1 25	
“ extra silted.....	1 50	1 50	1 50	2 00	1 75	1 80
Pears, Bartlett, 2's.....	1 90	2 00	2 00	2 40	2 00	2 25
“ 3's.....	2 00	2 40	2 25	2 50	2 15	2 25
Pineapple, 2's.....	2 25	2 40	2 50	2 60	2 50	2 60
“ 3's.....	1 75	1 85	1 75	1 90		1 75
Peaches, 2's.....	2 60	2 70	2 50	2 75	2 70	2 80
“ 3's.....	1 30	1 35	1 10	1 25	1 30	1 60
Plums, green gages, 2's.....	1 20	1 25	1 00	1 10	1 30	1 50
“ Lombard.....	1 00	1 25		1 00	1 10	1 30
“ Damson, blue.....	1 00			95	90	1 00
Pumpkins, 3's.....	2 10	2 25	2 10	2 25	2 10	2 25
“ gallon.....	1 40	1 50	1 60	1 80	1 70	1 75
Raspberries, 2's.....	1 50	1 75	1 60	1 75	1 50	1 75
Strawberries, 2's.....	1 00	1 25		1 15	1 10	1 15
Succotash, 2's.....	1 60	1 75		1 75	1 50	1 75
Tomatoes, 3's.....	2 75	3 20		3 25	2 50	3 25
Lobster, tails.....	1 75	1 85	1 75	1 80		1 75
“ 1-lb. flats.....	1 00	1 10	1 15	1 25	1 35	1 45
“ 1/2-lb. flats.....	1 47 1/2	1 52 1/2	1 50	1 52 1/2	1 50	1 75
Mackerel.....	1 40	1 45	1 40	1 45	1 15	1 25
Salmon, sockeye, Fraser.....	1 00	1 15	1 05	1 15	1 00	1 10
“ Northern.....	12	12 1/2	0 15	16	14	15
“ Horsehoe.....	20	21	22	23	20	21
“ Cohoes.....	11 1/2	12		14 1/2	12	12
Sardines, Albert, 1/2's.....	19	20		23	20	21
“ Sportsman, 1/2's.....	11 1/2	12		14 1/2	12	12
“ Keyopener, 1/2's.....	9	11	12 1/2	13	16	18
“ P. & C., 1/2's.....	20	22 1/2	25	27	23	25
“ 3/4's.....	27 1/2	30	35	38	33	36
“ Domestic, 1/2's.....	4	4 1/2	4	4 1/2	3 1/2	4 1/2
“ Mustard, 1/2 size, cases.....	7	8	9	11		
Haddles.....	7 50	11 00	8 50	9 00	3 50	4 00
Kipper Herring.....	1 00	1 00	1 00	1 10	85	1 00
Herring in Tomato Sauce.....	1 00	1 55	1 00	1 55	85	1 00
“ Herring in Tomato Sauce.....	1 00	1 55	1 00	1 70		2 00
CANNED PEELS						
Lemon, per lb.....			10	12 1/2	12	13
Orange.....			11	13	12	13
Citron.....			15	18	15	17
GREEN FRUITS						
Oranges, Val., 7 1/2's per case.....	4 75	5 00				
“ Jamaica, per box.....	2 00	2 25	2 50	2 75	2 50	3 00
“ Californias.....			3 75	4 25	4 50	4 75
Lemons, Californian.....			4 25	5 00	4 50	4 75
“ Messina.....				3 50		
Bananas, Firsts, per bunch.....	1 75		1 25	1 75	1 00	2 25
Apples, per bbl.....	1 50	3 00	1 00	2 00	1 50	3 50
Pears.....	1 50	5 00	0 30	0 50		
Pineapples, per case.....	4 00		4 00	4 50		
Jersey Sweet Potatoes, per bbl.....	3 00		2 50	2 75	3 50	4 00
Malaga grapes, per bbl.....	5 00	7 00	5 50	7 00	5 50	6 00
Apples, per basket.....	0 20	0 30	0 10	0 25		
Cranberries, Cape Cod, per bbl.....	10 75		9 50		10 00	11 00
Cranberries, Nova-Scotian.....	9 00		9 00		6 00	7 00
“ Fancy Jerseys.....			10 50			
SUGAR						
Granulated St. Law'ce and Red.....	3 50		3 88			
Granulated, Acadia.....	3 75		3 83		4 05	
Paris lump, bbls. and 100-lb. bxs.....	4 35		4 43	4 50	4 75	5 00
“ in 50-lb. boxes.....	4 45		4 53	4 75	5 00	
Extra Ground (cng), bbls.....	4 25		4 33			
Powdered, bbls.....	4 05		4 13	5 50	5 80	
Phonix.....	3 60		3 68			
Cream.....	3 55		3 63			
Bright coffee.....	3 65		3 73			
Bright yellow.....	3 50		3 58		3 75	
No. 3 yellow.....	3 45		3 53			
No. 2 yellow.....	3 25		3 33			
No. 1 yellow.....	3 15		3 23		3 45	
Montreal, second quality.....	3 10		3 18			
Maple Leaf, gran. (Berlin.....	3 88		3 88			
Crystal, gran. (Wallaceburg).....	3 80		3 88			

	Montreal.		Toronto.		St. John Halifax.	
	\$	¢	\$	¢	\$	¢
HARDWARE PAINTS AND OILS						
Wire nails, base.....	2 55		2 55		2 55	3 20
Cut nails, base.....	2 35		2 10		2 85	
Barbed wire, per 100-lb.....	3 00		3 00		3 50	3 75
Smooth Steel Wire, base.....	5 15	5 25	5 00	5 25		6 80
White lead, Pure.....		66		64		74
Lined oil, 1 to 2 bbls., raw.....		69		64		77
“ boiled.....		76		76		78
Turpentine, single bbls.....		76		76		78
SYRUPS AND MOLASSES						
Syrups--						
Dark.....	1 1/2		30	32		
Medium.....	2 1/2		35	37		
Bright.....	2 1/2					
Corn Syrup, barrel, per lb.....	3		3			
“ “ kegs.....	3 1/2		3 1/2			
“ “ 3 gal. palls, each.....	1 40		1 40			
“ “ 2 gal. “.....	1 10		1 10			
Honey.....	1 05		1 00			
“ 25-lb. palls.....	1 0		1 40			
“ 35-lb. palls.....	1 0					
Molasses--						
New Orleans, medium.....	16 1/2	17	25	30	28	30
“ Open kettle.....			40	50		
Barbadoe.....	24	25	32	24	25	
Porto Rico.....	38		38	42	30	32
CANNED MEATS						
Comp. corn beef, 1-lb. cans.....	1 55	1 65	1 55	1 65	1 55	1 60
“ “ 2-lb. cans.....	2 75	3 00	2 80	3 00	2 80	2 90
“ “ 6-lb. cans.....	7 90	9 60	8 25	8 75	8 75	9 25
“ “ 14-lb. cans.....	16 50	23 00	19 50	20 00	20 00	21 00
Minced callops, 2-lb. can.....		2 75		2 60		2 80
Lunch tongue, 1-lb. can.....	3 00	3 90	3 00	3 25	3 00	3 25
“ 2-lb. can.....	6 00	7 90	7 00	6 80	7 00	7 00
English brawn, 2-lb. can.....	2 40	2 75	2 45	2 75	2 50	2 80
Camp sausage, 1-lb. can.....				4 00		4 00
“ 2-lb. can.....	1 15	1 50	1 50	1 50	1 40	
Soups, assorted, 1-lb. can.....	2 40	2 45	2 20	2 25	2 25	
“ 2-lb. can.....	1 75	2 50	1 80	1 75	1 75	
Soups and Boull, 2-lb. can.....	3 50	5 55	4 50	4 50	4 25	4 50
Sliced smoked beef, 1/2's.....	1 65	1 70	1 65	1 70	2 00	2 00
“ 1's.....	2 75	3 10	2 80	2 95		3 25
FRUITS						
Dried--						
Currants, Provincials, bbl.....	5 1/2		5 1/2		5 1/2	
“ Filatras, cases.....	5 1/2		6 1/2		6 1/2	
“ Patras, cases.....	6		6 1/2		6 1/2	
“ 1/2 cases.....	6 1/2		7		7 1/2	6 1/2
Amalias.....	6 1/2	7	7	8		
Vostizas, cases.....	6 1/2	7	7	8		
Dates, Hollowees.....	4	4 1/2	4 1/2	5	4 1/2	5
“ Sals.....	3 1/2	4	4 1/2	4 1/2	4	4
Figs, Elemes.....	10 1/2	20	11	15	10	12
“ Mats, per lb.....			4	4 1/2		
“ Tappets.....	1 20		4	4 1/2		
“ Naturals.....			8			
Prunes, California, 30's.....	9		10		10	12
“ “ 40's.....	8 1/2		8 1/2		8 1/2	9
“ “ 50's.....	8		7 1/2		7 1/2	8 1/2
“ “ 60's.....	7 1/2		7 1/2		7 1/2	8
“ “ 70's.....	7 1/2		6 1/2		6 1/2	7 1/2
“ “ 80's.....	7		6		6 1/2	7
“ “ 90's.....	6 1/2		5 1/2		6 1/2	7
“ “ 100's.....	6		4		5 1/2	6
“ Bosnia, A's.....			5		5	
“ “ B's.....			7 1/2		8	
“ “ U's.....	5		6 1/2		6 1/2	
“ French, 50's.....			5		7	
“ 110's.....	5		7		8	
Raisins, Fine off stalk.....	8 1/2		8 1/2		8 1/2	8 1/2
“ Selected layers.....	9		9		9	9 1/2
“ Sultanas.....	9		9		9	9 1/2
“ California, 2-crown.....	5	5 1/2	7 1/2		8	8 1/2
“ “ 3-crown.....	7 1/2	7 1/2	7 1/2		8	8 1/2
“ “ 4-crown.....	7 1/2	8	8 1/2		8 1/2	9 1/2
“ “ 1's seeded, 3-cr.....	9 1/2	10 1/2	8 1/2		10	10 1/2
“ Empire clusters.....	1 50	1 60		2 60		2 00
“ Black baskets.....				2 25	2 00	2 25
“ Extra clusters.....				3 55	3 00	2 50
“ Demesa clusters.....				8 10		8 50
“ Royal B. clusters.....	3 40	8 70		5 00		
“ Connaisseurs of St'r's.....	2 17	2 50		2 10		
“ Excelsior clusters.....	4 40	4 60		4 60		
Evaporated apples.....			6 1/2	7 1/2	7	7 1/2

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

JUST A MINUTE

Have you Sampled lately

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

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

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

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

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

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

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

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

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

SODA BISCUITS

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

The Canada Biscuit Co., LIMITED

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

KING and BATHURST STS., TORONTO.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

THE creditors of Bedingfield & McCusker, wholesale grocers and provision merchants, Ottawa, had a meeting on December 6.

A. E. Paxman, grocer, St. Catharines, Ont., has assigned.

The Parkdale Cigar Co., Toronto, has assigned to W. E. Bullock.

Alphonse Poirier, hay merchant, of Ste. Madeline, Que., has assigned.

Joseph Leduc, general merchant, of St. Isidore de Prescott, Ont., is offering to compromise.

J. B. Castagne, cigar dealer, etc., Hull, Que., has assigned, and his creditors will meet on December 18.

Lamarche & Benoit are curators of J. N. Bisailon, general merchant, Ste. Angele de Monnoir, Que.

A. Dalphe, general merchant, Varennes, Que., has assigned, and his creditors held a meeting on December 9.

David Rogers & Son, wholesale and retail merchants, Summerside, P.E.I., have assigned to A. C. Saunders.

The chattel mortgage against David W. Wright, grocer and crockery dealer, of Madoc, Ont., has been foreclosed.

The creditors of J. C. T. Arsenault, late grocer, Chatham, Ont., have accepted a compromise offer of 40 per cent.

The creditors of W. S. Macgowan, late merchant, New Westminster, B.C., are to file their claims on or before January 3, 1903.

J. J. Gawley, general merchant, Belmont, Ont., has assigned to Albert Snyder, and his creditors will meet on December 15.

Theodore Meunier, hotelkeeper and butcher factory, St. Johns, Que., has assigned and his creditors held a meeting on December 10.

PARTNERSHIPS FORMED AND DISSOLVED.

Springstead Bros., bakers, of Hamilton, Ont., have dissolved; E. M. Springstead continues.

SALES MADE AND PENDING.

The assets of H. Robert & Co., grocers, Adrien, Que., have been sold.

The assets of Allard & Allard, confectioners, Que., are to be sold.

The assets of J. B. Montiminy, trader, St. Malo, Que., are to be sold.

A. Mainer, confectioner, Toronto, is advertising his business for sale.

The assets of R. G. Black, flour and feed merchant, Ottawa, are to be sold.

The assets of W. A. Patterson, general merchant, Brysonville, Que., are to be sold.

E. G. Brassey, grocer and baker, Oak River, Ont., is advertising his business for sale.

W. L. Quinette, general merchant, of Londesboro', Ont., is advertising his business for sale.

The assets of A. A. Dugas, general merchant, Ste. Anne des Monts, Que., are to be sold on December 18.

CHANGES.

Milloy & Co., cigars, etc., Montreal, have registered.

V. Lacasse & Cie, grocers, of Quebec, have registered.

Liberman & Schachter, peddlers, etc., Montreal, have registered.

Drake & Co., grocers, of Halifax, N.S., have discontinued business.

Choquette & Frere, grocers, Maison-neuve, Que., have registered.

F. Robertson, grocer, Manitou, Man., has sold out to W. J. Lackey.

Sevigny & Bergeron, general merchants, St. Flavien, Que., have registered.

Geo. T. Higginbotham, grocer, Sarnia, Ont., has sold out to J. W. Barker.

McElroy & Sons, general merchants, of Richmond, Ont., have sold out to Lewis Bros.

Alberta Daly, general merchant, of Stratheona, N.W.T., has sold out to W. Brunelle.

George N. Howland, peddler, etc., of Millville, N.B., has removed to St. Marys.

Brownstone & Steinburg, general merchants, Rosenfield, Man., are retiring from business.

John C. Constable, confectioner, etc., St. Marys, Ont., has sold out to J. B. Billings.

Crozier Bros., clothing, boot and shoe dealers, Wolseley, N.W.T., are adding groceries.

C. C. West, general merchant, of Hope-well Hill, N.B., has sold out to G. W. Newcombe.

W. H. Johnston & Co., confectioners, of Hartney, Man., have sold out to Oswald & Johnston.

Wm. Thomson, general merchant, of Thurso, Que., has changed his style to Thomson & Son.

Noel Philomene, general merchant, of St. Flavien, Que., has ceased doing business under his present style.

James Wilson & Co., grocers and liquor merchants, London, Ont., are retiring from the grocery business.

Boivin, Wilson & Co., importers of wines, glass, etc., Montreal, have registered; J. M. Wilson, proprietor.

La Societe de Fabrication de Beurre et de Fromage de la Paroisse de St. Marthe, St. Marthe, Que., has registered.

The London Coffee and Spice Co., Limited, London, Ont., is succeeded by The Canada Spice and Grocery Co., Limited.

FIRES.

E. N. Breckenridge, general merchant, Aylmer, Que., was burned out; partially insured.

J. E. Hogan, liquor merchant, of St. John, N.B., has sustained slight damage through fire.

R. R. Crowe, confectioner, of Kentville, N.S., has suffered loss by fire, which is covered by insurance.

DEATHS.

Jeremiah Tracy, jr., general merchant, Tracy Station, N.B., is dead.

F. X. Gadreau, grocer, Batiscan, Que., is dead; his business is continued by his widow.

A PEACH PEELING MACHINE.

C. J. Vernon, of Fresno, Cal., is the inventor of a peach-peeling machine which, it is said in a Californian paper, will prove invaluable to the canning in-

dustry. The machine has been subjected to a practical test at the San Jose plant of The California Fruit Cannery, and it has been pronounced a success. The capacity of the plant has been largely increased by the introduction of this machine. The work is done without waste and without marring the round surfaces of the fruit.

EXPORTS FOR WEST INDIES.

PICKFORD & BLACK steamers are getting good freights for their Windward Island service at present. All the outward steamers from Halifax are being well filled and homeward cargoes are much larger than in any previous season. In the latter case the condition is due to increased sugar purchases at Demerara and other places by Canadian refineries and it is hoped that next season will witness a great expansion in the imports of this article.

"We are getting about all the freight we can handle of a certain class," said Mr. Hensley to The Maritime Merchant, "but would like to see a greater variety. We have made a special effort these several years to interest Canadian manufacturers in the West Indies as a field for their products, but so far have not induced them to do very much. They nearly all admit that there is a chance for a profitable business, but that the home demand is so great at the present time they find it impossible to take up with foreign trade. Of course we are in hopes that these conditions will not be permanent, as nearly all the manufacturers are increasing their output, and, then, again, new people are starting who will compete for trade in the home field, thus making it necessary for others to look for business in outside markets. We think, therefore, that, though slow in coming, when once begun, sales to the West Indies will develop rapidly. We have a standing offer to manufacturers with regard to passenger rates for travelling representatives. We offer them a reduction of 25 per cent. on regular prices, or, in other words, a man can make the round trip to Demerara, 42 days, and have first-class accommodation and meals for \$97.50, and will have time enough to do business at Bermuda, Trinidad, all the Windward Islands and Demerara. This just about covers the cost of carrying him, but we consider it worth while, as we are very anxious to develop the export business in all classes of Canadian goods." Mr. Hensley reports numerous inquiries from people who purpose taking a cruise to the tropics this winter. Some are going to remain over a few weeks at Trinidad, and others will come back on the steamer on which they go out. The trip is certainly a delightful one and all who can afford the time should take it."

Established 1845

MODERN MACHINERY, UP-TO-DATE METHODS

Established 1845



1 and 2-lb. Tins.

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

HIGH-GRADE

COFFEE and SPICES

"The goods that have stood the test of time."

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales" brand? Write for sample.)

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

WE HAVE RECEIVED INTO STORE THIS WEEK:

- Filiatras Currants (D. Schisas) Quarter-Cases.
- Filiatras Currants - " Half-Cases.
- Vostizza Currants, Half-Cases.
- Bevan's Three-Crown Loose Muscatels.
- Griffin & Skelley Santa Clara Prunes.

F. J. CASTLE - OTTAWA.

Xmas
—
—

HOLIDAY ORANGES

1902.
—
—

JAMAICA
MEXICAN

FLORIDA

VALENCIA
CALIFORNIA

You will be wise to obtain our prices before purchasing elsewhere. Can furnish any quantity.
We are in better position than ever to quote

LOWEST MARKET PRICE.

WIRE, WRITE, or call us by TELEPHONE
Warehouse 'Phone, Main 3394. Office 'Phone, Main 645.

McWILLIAM & EVERIST

25 and 27 Church Street

— TORONTO.

A CORNER FOR CLERKS.

MEN of great achievement are characterized by their ability to grasp situations quickly and to seize opportunities, says a writer in *Success*. Their vision is clear; they understand conditions thoroughly; they act without hesitancy or doubt of results; hence, in most instances, they carry their purposes to a successful issue.

Those who accomplish great things do not do so by unusual straining or an exhausting output of mental or physical energy. J. Pierpont Morgan, for example, in the execution of his colossal schemes, does not seem to exert any great effort. He achieves his ends with apparent ease because of the lucidity of his ideas and his strong grasp upon situations.

The steel tools driven by the great cranes in our shipbuilding yards go through solid steel plates with as much ease, seemingly, as the fingers of a cook go through yielding dough, because of the huge balance wheels whose mighty momentum, without jarring or straining, overcomes all obstacles. So, great workers compass vast results by the momentum of their intellects, their clear comprehension of conditions, and their ready mastery of complicated situations.

Such minds as these are self-contained, self-reliant, confident. They do not buttol-hole every friend or acquaintance they chance to meet, and ask his advice or opinion in regard to their plans. They do not consult subordinates or equals; they simply look over the ground and study it carefully, as a skillful general studies his plan of the battleground before he leads his army to action, and then they act.

A noticeable example of this stamp of mind is General Kitchener, one of the most remarkable personalities of our time. Silent, stern, immovable, when a purpose is once formed, this hero of many hard-won battles is a sphinx-like type of concentrated power. He forms his plans unaided and executes them with the precision and force of a huge engine. His chief of staff was the only one who knew anything of his intended movements when he started one day on an important expedition during the recent war in South Africa. He simply ordered a locomotive, a guard van, and a carload of "Tom-mies." Orders were given to clear the track. Everything had to stand aside for him. No warning was allowed to be telegraphed ahead. He arrived on the spot without previous notice, and no general in the army knew when or where he might appear.

Another incident of his South-African campaign is strikingly characteristic of the man. About six o'clock one morning he paid an unheralded visit to the Mount Nelson Hotel, Cape Town, scanned the register, and found there the names of officers who should have been on duty. Without a word to anyone, he went personally to the rooms of the offenders and left the following notice: "A special train leaves for the front at 10 a.m.; the troopship leaves at 4 p.m. for England; you have your choice, sir." He would listen to no excuses, no parleying, no apologizing; that was his ultimatum, and every officer knew what he meant.

He wields an absolute power over those under him, because of his positiveness, his self-possession, his consciousness of being equal to any emergency, whatever it may be. Everything about him is indicative of strength, largeness, and breadth of make-up. Free from petty vanity or any desire for praise or flattery, he has a frank contempt for all social distinctions and frivolities. His personality has all the impressiveness of some great natural force, working out its purpose silently, effectively, and with the certainty of doom.

The conquering General is not an endearing character, it is true, his subordinates fearing rather than loving him; neither is he, any more than that other forceful character, J. Pierpont Morgan, a model type of man in every respect; but both men possess in an eminent degree those qualities of self-confidence, concentration, firmness, promptness, decision and ability to grasp situations which everyone who would be successful must cultivate, the measure of one's success and ability to grasp situations which he develops these indispensable qualities.

Men who have a wide grasp of intellect and firmness of decision are always positive. They know what they want and are never on the fence. They do not waste their time shilly-shallying, seeking advice, balancing opinions, or splitting hairs. They decide upon a course of action, and then pursue it without hesitation or wavering.

A TEA FIRM'S NEW WAREHOUSE.

T. H. Estabrooks, St. John, N.B., the packer of "Red Rose" tea, has purchased the Wilson and Scovil lots on Mill street, opposite Rankine's biscuit factory; and G. Ernest Fairweather, architect, is preparing plans for a five or six-storey brick warehouse to cover the whole of the two lots. The price paid for the lots is not

stated, but it is understood to have been a large figure.

When the new warehouse is erected Mr. Estabrooks will have three times the space he at present has in the big warehouse on North Wharf, and he will have one of the largest and best equipped tea blending and packing establishments in Canada.

Two and a half years ago Mr. Estabrooks occupied only about half the warehouse to which he had moved on North Wharf. The new departure is an important event in the Canadian tea trade, and the new warehouse will be a notable addition to the big commercial structures of St. John.

AFTER THE SHUTTERS ARE UP.

IRATE Individual: Confound it; waiter, didn't I tell you I was in a hurry, and only wanted one egg? Why the dickens did you bring me two?

Waiter (rather hurt): I thought as you was in a hurry, sir, I'd bring two, 'cos one of 'em might be bad!

The proprietor of a German menagerie keeps caged together a lion, a tiger, a wolf and a lamb, which he labels "The Happy Family." When asked confidentially how long these animals had lived together, he answered:

"Ten months, but the lamb has to be renewed occasionally."—The Philadelphia Times.

Mrs. Youngbride.—I've come to complain of that flour that you sent me.

Grocer.—What was the matter with it?

Mrs. Youngbride.—It was tough. I made a pie with it, and it was as much as my husband could do to cut it.—Philadelphia Press.

This story was told by the prototype of Captain Joe, the hero of F. Hopkinson Smith's novel, "Caleb West."

An Irishman once applied to him for a job on board his ship.

"Well," said the Captain, "where are your recommendations?"

"Shure, an' I haven't emny, Sur."

"Can't take you, then—got a German here with fine recommendations—have to give the job to him."

Pat begged so hard, however, that the Captain finally agreed to take him and the German both on a trial trip, the best man to have the permanent job.

They were well out at sea when a storm arose one day while Pat and the German were scrubbing the deck. A big wave came along and swept the German overboard with his bucket. Pat immediately picked up his bucket and started after the Captain, whom he found below.

"Well, Pat, what's the matter now?"

"Faith, sur, ye know that German what had such foine ricommindations?"

"Yes; what of him?"

"Begorra, sur, an' he's gore off with one o' your buckets."—New York Times.

Salmon . . .

RED SOCKEYES

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

COHOES

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

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

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

FROZEN, SALTED and PICKLED FISH.

The British Columbia Packers' Association

Cold Storage Plants in New Westminster, B.C.

VANCOUVER, B.C.

**Best Materials Put Together
By People Who Know How.**



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

Boeckh's Bamboo-Handled Brooms.

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

—OUR 1903 CATALOGUE WILL SOON BE READY.
—SEND US YOUR NAME AND ADDRESS ON A POST CARD.

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

UNITED FACTORIES,

Head Office: **TORONTO.**

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

WHY ARE Southwell's Jams

superior to all other
Imported Lines?

Because each Jam
has the
individual flavor of its own fruit.

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.



FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

MAGIC BAKING POWDER

PURE AND WHOLESOME.
ONE POUND CAN 25¢

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Current Market Quotations for Proprietary Articles

December 11, 1902.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$ 4 40
" 2, in 4 doz. boxes.....	2 10
" 3, in 6 ".....	50
" 4, in 4 ".....	70
" 5, in 4 ".....	45
12oz. tins, 3 doz. in case.....	3 00
5-lb. tins, 3 ".....	2 40
5-lb. tins, 1/2 ".....	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....	per doz. 2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER

Cases.	Sizes.	Per Doz.
4 doz.	5c.	\$ 40
4 "	4-oz.	60
4 "	6-oz.	75
4 "	8-oz.	95
4 "	12-oz.	1 40
2 "	12-oz.	1 45
2 "	16-oz.	1 70
1 "	2 1/2-lb.	4 10
1 "	5-lb.	7 31
2 "	6-oz.	Per case.
1 "	12-oz.	\$4 55
1 "	16-oz.	

JESSEY OREAM BAKING POWDER

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

VIENNA BAKING POWDER.

1 lb. tins, 4 doz. in box.....	82 25
1/2 lb. tins, 4 ".....	1 25
1/4 lb. tins, 4 ".....	75
3 oz. in paper, 4 doz. in box.....	70
5 " 4 ".....	35

BLACKING.

SHOE POLISH.

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

BLUE.

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

BLACK LEAD.

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

BOECKH'S CORN BROOMS.

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

BISCUITS.

CARE & CO. LIMITED.

Frank Magor & Co., Agents	
Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09

CANNED GOODS.

MUSHROOMS.

Henri Jonas & Co.	
Mushrooms, Rione.....	\$15 50
" 1st choice Dutchell.....	18 50
" 1st choice Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S

Henri Jonas & Co.	
Moyen's No 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Extra fins.....	15 00
Sur extra fins.....	16 50
18 00	

FRENCH SARDINES.

Henri Jonas & Co.	
1/2 Trefavennes.....	\$9 50
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alpines.....	2 50

CHOCOLATES & COCOAS.

Coca—THE OWAN CO. LIMITED.

Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins.....	3 75
" 1/4-lb. tins.....	2 25
" fancy tins.....	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 55
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25
Chocolate—per lb.....	
Queen's Desert, 1/4's and 1/2's.....	\$0 40
" 6's.....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock.....	0 30
Diamond.....	0 25
8's.....	0 28

FRY'S.

Caracas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 43
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.....	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.....	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.....	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.....	0 24

Cocoa—per doz.

Concentrated, 1/4's 1 doz. in box.....	2 40
" 1/2's.....	4 10
" 1 lbs.....	4 50
" 8 lbs.....	8 25
Homoeopathic, 1/4's 14 lb. boxes.....	0 25
" 1/2 lbs, 12 lb. boxes.....	0 35
Epps's cocoa, case of 14 lbs., per lb.....	0 87 1/2
Smaller quantities.....	0 87 1/2

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

Mott's Broma.....	per lb 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 12
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 25
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 35
Mott's Cocoa Nibs.....	0 05
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate 0 21.....	0 43
Mott's Sweet Chocolate Liquors 0 19.....	0 30

CADBURY'S.

Frank Magor & Co., Agents. per doz.	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 45
" Nibs, 11-lb. tins.....	0 35 1/2

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	\$ 38
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.....	37
Caracas sweet chocolate, 6-lb. boxes.....	45
Soluble chocolate (hot or cold soda) 1-lb. cans.....	37
Vanilla chocolate wafers, 48 to box, per box.....	1 56

COCOANUT.

L. SCHEPPE CO.

1-lb. packages, 15 and 50-lb. cases.....	\$0 26
1/2-lb. ".....	0 27
1/4-lb. ".....	0 28
1/2 and 1-lb. pkgs., assorted, 15 and 30-lb. cases.....	0 26 1/2
1/4 and 1/2-lb. pkgs. assorted, 15 and 30-lb. cases.....	0 27 1/2
5c. package, 4 doz. in case, per doz.....	0 45

CHESBROUGH.

Imperial—Large size jars, per doz.....	\$ 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size, per doz.....	2 40
Small size.....	1 40

Edwardsburg Syrup

EDWARDSBURG QUALITY.

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

FREIGHT PAID ON 5-CASE LOTS.

The best seller we have had!!!

EDWARDSBURG STARCH CO'Y, Limited
 Established 1858.

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St. James St.,
 MONTREAL, QUE.

COFFEE.

JAMES TURNER & CO.	
Mecca	per lb. 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
S. D. MARCEAU, Montreal.	
"Old Crow" Java	per lb. 0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
"2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

CONDENSED MILK.



Borden's Condensed Milk Co.
 "Eagle" Brand \$1 65
 "Gold Seal" Brand 1 30
 "Peeples" Brand Evaporated Cream 1 20

CLOTHES PINS.

UNITED FACTORIES LIMITED.
 Clothes Pins (full count), 5 gross in case, per case..... 0 57
 4 doz. packages 12 to a case)..... 0 72
 6 doz. packages (3 to a case)..... 0 92

COUPON BOOKS—ALLISON'S
 For sale in Canada by—The Ely, Blain Co., Limited, Toronto O. O. Beauchemin & Fils, Montreal

\$1, \$2, \$3, \$5, \$10 and \$20 books.
 Un-Covers and num Coupons bered numbered.

In lots of less than 100 books, 1 kind assorted 4% 4%
 10 to 500 books..... 3% 4%
 500 to 1,000 books..... 3% 3%.

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

EXTRACTS.

HENRI JONAS & CO. Per doz.	
8 oz. London Extracts	\$6 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
1 oz. " "	70 00
1 lb. " "	9 00
1 oz. Flat " "	18 00
2 oz. Flat bottle extracts	21 00
4 oz. " "	36 00
8 oz. " " corked)	72 00
Per doz.	
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

Robinson's Patent Barley 1/2 lb tins	1 25
" 1 lb. tins	2 25
" Groats, 1/2 lb. tins	1 25
" 1 lb. tins	2 25

GINGER ALE & SODA WATER

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Pure Fruit Jams—T. UITION & CO.
 1 doz. glass jars 2 doz. in case, per doz
 2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2
 5 and 7-lb. tin pails, 8 and 9 pails to crate per lb. 0 06
 7, 14 and 3-lb. wood pails, 0 06
 Pure Fruit Jellies—
 1-lb. glass jars, 2 doz in case, per doz \$0 95
 7, 14 and 30-lb. wood pails, per lb. 0 06

Home Made Jams—
 1-lb. glass jars (16-oz. gem.) 1-do. in case, per doz 1 50
 5 and 7-lb. tin pails, per lb. 0 09
 7, 14 and 3-lb. wood pails, per lb. 0 09

LICORICE.

YOUNG & SMYLLIE'S LIST.
 5-lb. boxes, wood or paper, per lb. \$0 40
 Fancy boxes (36 or 50 sticks) per box 1 15
 "Ringed" 5 lb. boxes, per lb. 0 40
 "Acme" Pellets, 5 lb. cans, per can. 2 00
 "Acme" Pellets, fancy boxes 40) per box 1 50
 Tar, Licorice and Tolu Wafers, 5 lb. cans, per can 2 00
 Licorice Lozenges, 5 lb. glass jars.... 1 75
 "30 5 lb. cans 1 50
 "Purity" Licorice 10 sticks 1 45
 "100 sticks 0 73
 Dulce large cent sticks, 100 in box.

LIQUORS.

COGNAC IN CASES.
 Ph. Richard.
 S.O. Quarts, 12's..... \$22 50
 F.C. " 15 00
 F.C. 1-15 bottles, 180's..... 2 00
 V.S.O.P. " 12 00
 V.S.O.P. pints, 24's 13 00
 V.S.O.P. 1/2-pints, 48's 14 00
 V.S.O.P. 1-15 bottles, 180's 20 00
 V.S.O. quarts, 12's 10 00
 V.S.O. 1-15 bottles, 180's 18 00
 V.O. quarts, 12's 8 50
 V.O. pints, 24's 9 50
 V.O. 1/2-pints, 48's 10 50
 V.O. 1-15 bottles, 180's 14 00
 V.O. decanters, 12's 10 51
 V.O. " pints, 20's 13 00
 V.O. flasks, Imp. pints, with thumblers 9 75
 V.O. " Reputed 24's. 10 50
 V.O. " no 24's. 9 50

Chas. Couturier.

Quarts, 12's 7 00
 1/2 bottles, 24's 8 00
 1/4 " 48's 9 00
 1-15 bottles, 180's 13 50
 Flasks, 24's 8 00
 Flasks, 48's 9 00
 Flasks Imperial pints, Copsule, 16's 8 00
 F. Marion & Cie.
 Quarts, 12's 6 00
 1/2 bottles, 24's 7 00
 1/4 " 48's 8 00
 Flasks, reputed 24's 7 00
 Flasks, 1/2-pints, 48's 8 00
 1-15 bottles, 180's 12 50
 Flasks, Imp. pints with thumblers, 16's 8 00

Cognac In Wood.
 Ph. Richard.

Gals.	Oct's.	Oct's.	Bbls.	Hhds
Couturier	\$4 00	\$3 95	\$3 85	\$3 80
Marion	3 75	3 60	3 50	3 40
Ph Richard				
V.S.O.P.	5 50	5 35	5 25	5 00
Richard				
V.O. proof	4 25	10	4 00	\$ 90 3
Richard Sup.				
proof V. O.	4 00	3 80	3 70	3 50 3 40
Richard Fine				
champagne	6 00	5 90		
Gin—Pollen & Zoon, in Cases.				
Red, 15's				\$10 00
Green, 12's				5 00
Poney, 12's				2 50
Gin Pollen & Zoon, in Wood.				

Gals. Oct's. Oct's. Bbls. Hhds.
 Gin, P. & Z... \$3 15 \$3 05 \$3 05 \$3 00 \$2 95
 Mitchell Bros. Limited—Scotch.

1 case. 5 cases.				
Heather Dew, ordinary qts.				\$ 7 00 \$ 6 75
Heather Dew, stone jars, Imperial, 12's			12 50	12 25
Heather Dew, oval flasks, quart, 12's			11 25	11 00
Special Reserve, oval, pta. 24's ordinary qts.			11 75	11 50
12's			9 00	8 75
Special Reserve, 1/2 bottles, pints, 24's			10 00	9 75
Extra Special Liqueur, flagon, 12's			9 50	9 25
Extra Special Liqueur, ordinary bottles, 12's			9 50	9 25
Heather Dew, flasks, 48's			12 00	11 75
" 1/2 flasks, 60's			9 00	8 75
Mullmore, Imperial oval quart flasks, 12's			10 00	9 75
Mullmore, flasks, Imperial pints, 24's			10 50	10 25
Mullmore, flasks, ordinary pints, 24's			7 75	7 50
Mullmore, 1/2 flasks, ordinary, 48's			9 00	8 75
Mullmore, ordinary quart, 12's			6 50	6 25
Mullmore, ordinary pints 24's			7 50	7 25
Scotch Whisky in Wood.				
Gals.	Oct's.	Oct's.	Bbl.	
Special Reserve	\$4 50	\$4 25	\$4 15	\$3 90
Heather Dew "A"	4 00	3 85	5	3 65

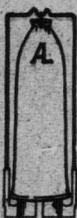


A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly
chemicals.



We anneal our mantles with
pressure gas.
Our mantles won't shrink or fray
out.



Our trade mark **A** is on the
best mantles.

We make mantles with any private mark on
them, your own name if you desire.

WE MAKE

Coal Gas Mantles.
Oil Gas Mantles.
High-Pressure Mantles.

Coal Oil Mantles.
Gasolene Mantles.
Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades,
Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

"Empire" Soda

BEST FOR BAKING.

Made in England by

BRUNNER, MOND & CO.

Used in Canada by

All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,

SOLE AGENTS FOR CANADA,

MONTREAL.

The American Coffee Co.

IMPORTERS AND JOBBERS,
TORONTO.

Special Blends:

"GOLDEN EAGLE," "MANHATTAN,"
"MONTERY."

Correspondence Solicited.

THE PEOPLE OF JAMAICA

are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the

KINGSTON

"GLENER"

might bring inquiries. Better
write for rates to

I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and
sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat
in appearance, they are strong and dur-
able. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men
supplied by our Bureau. We can give you
market quotations from any town in Can-
ada, reports from the city markets, stock
quotations, etc. You can get commercial
news from any Canadian paper through us.

Write us, giving us particulars of what
you want and where you want it from, and
we will quote you prices by return.

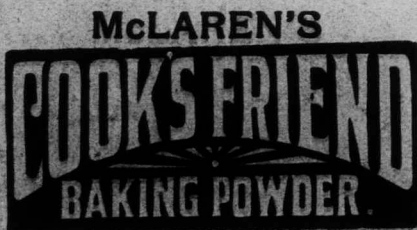
"Clippings from any Canadian paper on
any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just
the Thing on Which to
Make or Extend a Busi-
ness.



The Best Grocers make
a point of Keeping it
always in Stock.

Don't use this kind of a light



but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS

WITH THESE LABELS

ARE THE BEST.



For Lead Flint.

GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.

DELICIOUS PIES

Everybody who has tried it declares our Mince Meat to be the best they ever put into a pie. It ought to be, we're very careful in preparing it. Only the choicest



and finest meats and fruits are employed and spiced so that

Wethey's Mince Meat

is the most delectable ever placed before an epicure. If your customer likes good eating, you can't go wrong in recommending our brand.

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

Prepared only by

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

Crosse & Blackwell's Candied Peels.

Crosse & Blackwell's Candied Ginger.

Crosse & Blackwell's Plum Puddings.

C. E. COLSON & SON,

MONTREAL.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

OFFICES IN CANADA

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

Oakey's

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

**'WELLINGTON'
KNIFE POLISH**

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**