

**PAGES  
MISSING**

THE DOMINION MOLASSES CO. LIMITED.



HALIFAX, N.S.

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

**The Dominion Molasses Co.,**

Limited

HALIFAX - - - NOVA SCOTIA.

**The Auer Gas Lamp.**

"TURNS NIGHT-TIME INTO DAY-TIME"

New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 25  
100-Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

YOU WANT TO BE A LEADER IN YOUR TRADE.

Manufactured from a blend of the finest  
**MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.**

NO CARAMEL, NO GLUCOSE (used in their manufacture.)

**BROMLEY'S**  
**COFFEE**  
**ESSENCE**

The HOSPITAL says—  
"It is quite the best of its kind we have ever tested."  
The LANCET says—  
"Distinct evidence of its genuineness and value was afforded in the fact that, by a judiciously selected system of analysis, the important constituents of Coffee were extracted from it. It is free from objectionable admixtures."  
BRITISH MEDICAL JOURNAL says—  
"It is a most valuable food preparation, and should be liberally used."

WILL ACHIEVE YOUR DESIRES

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

*Dr. Loring's*  
*Cream Sauce*

THE ONLY SAUCE IN THE WORLD CONTAINING PURE GRAPE JUICE

SOLE AGENTS FOR CANADA. W. G. PATRICK

# Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

## "Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

## "Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,  
Montreal. Toronto.

You can promote the health of your customers by encouraging them to eat fish.

You can promote the health of your own exchequer by encouraging them to buy...

# HALIFAX, ACADIA, BLUENOSE

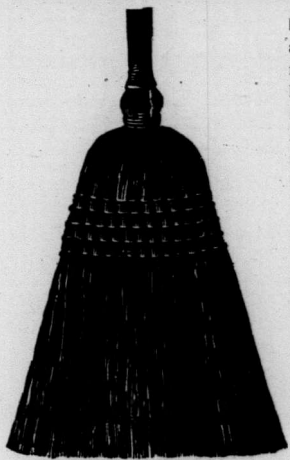
**BRANDS** of prepared codfish. These are put up at our factory in La Have, N. S., and are the cleanest and most inviting fish product that has ever been shown on the Canadian market.

**They are a new thing.  
You can make money on them.  
It will pay you to get interested.  
You ought to write for prices.**

---

**BLACK BROS. & CO., Limited,  
HALIFAX, N.S.**

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The  
**Waterloo  
Broom and  
Brush  
Co.,**

WATERLOO,  
ONT.

"ROYAL"  
SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with "ROYAL" SALAD DRESSING, the "Best of the Nest."

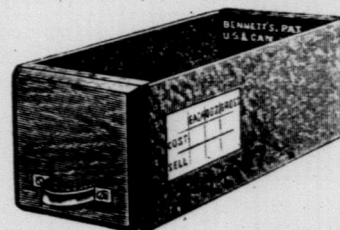
The Horton-Cato Mfg. Co.,  
DETROIT, MICH., - WINDSOR, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets  
for Hardware, Grocery, Seed and  
Drug Trades, etc.

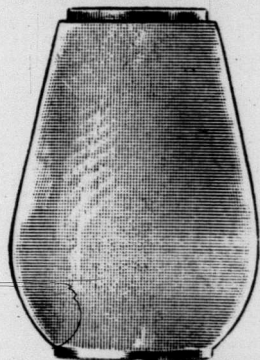
Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

ARE YOU USING OUR

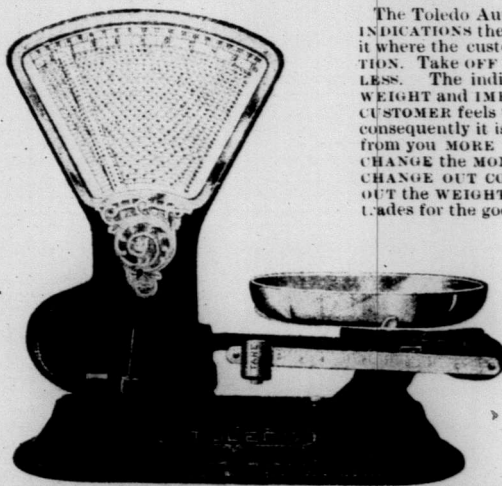


Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.  
OF WALLACEBURG, LIMITED.



MERCHANTS.

The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER IN LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUE LESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY for the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian  
Agents,

The Toledo Computing Scale Co.,

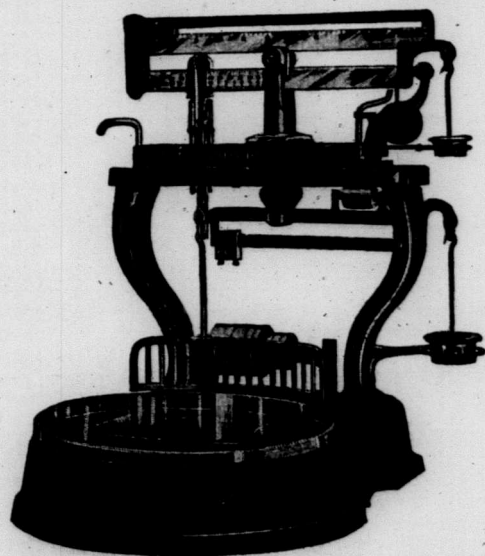
HAMILTON, ONT.

Toronto Agency: 156 Bay St.  
Montreal Agency: 1782 Notre Dame St.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



The Computing Scale Co.  
of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.  
MONEY-WEIGHT SCALES.

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

NATIONAL LICORICE CO.



Successors to

YOUNG & SMYLIE  
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER  
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.  
CAMDEN, N. J.

H. W. PETHERBRIDGE  
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.  
TORONTO, CAN.

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

OFFICE—106 JOHN ST.

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

Illustrated Catalogue on request.

When you sell your customers

# Japan Tea

you sell them Tea  
that is **Pure, Whole-  
some, Delicious** and  
**Invigorating.**

There is no Tea grown  
that can equal the fine,  
sweet, healthful Teas of  
**JAPAN.**

They may be **imitated**, but can never be excelled.  
Please your customers and sell

# JAPAN TEAS

Has stood the test of every climate.



# HIGHEST AWARD

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

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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

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

is **Cold Water** **STARCH**  
**IVORINE**

**ASK  
 TRAVELLERS  
 THE PRICE**

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



ANY DEALER

who goes without a line of

**"IMPERIAL" BRAND  
 MAPLE SYRUP**

is missing a good opportunity to secure a steady and profitable trade.

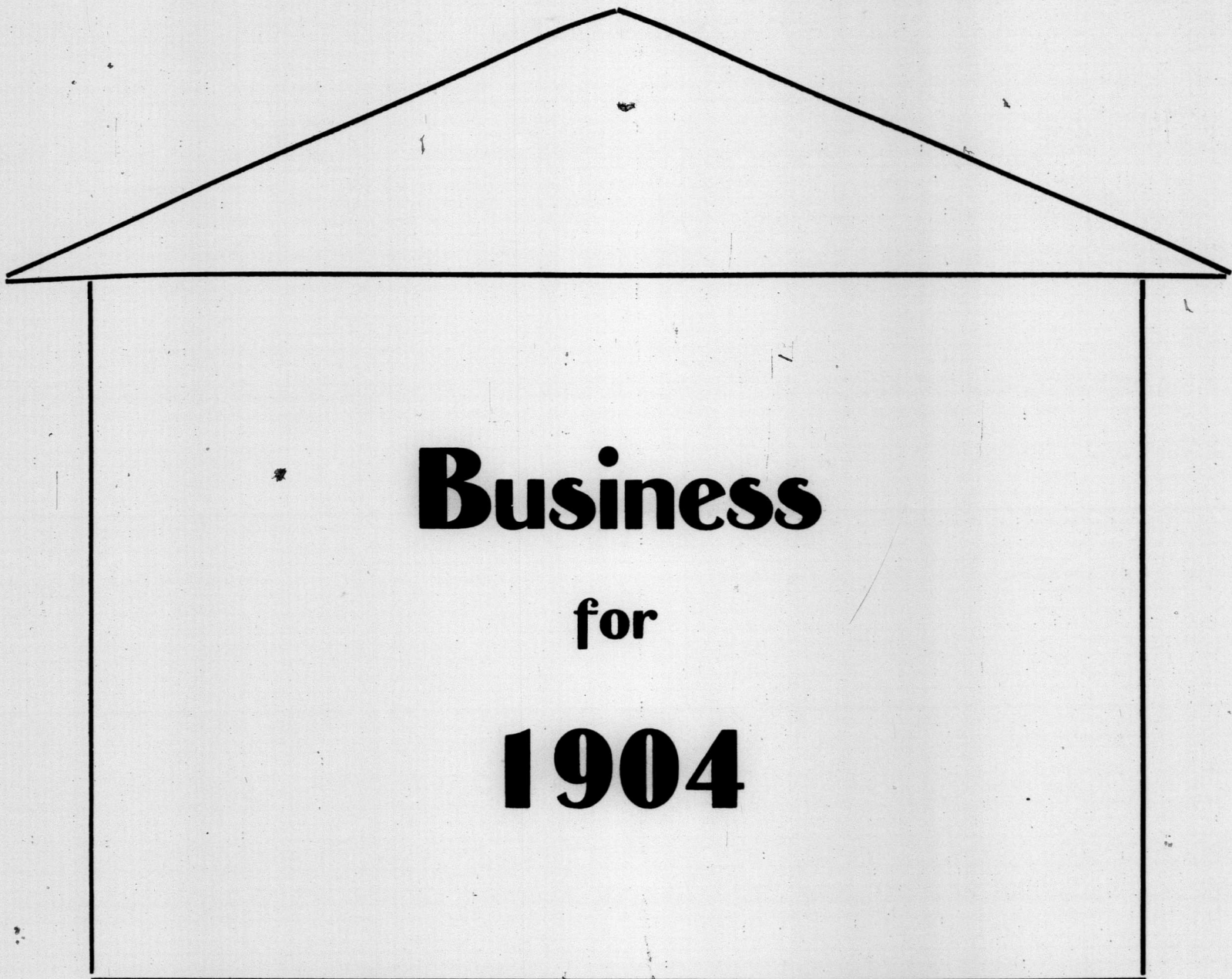
Agents:  
 ROSE & LAFLAMME,  
 MONTREAL.



**Paterson's  
 Worcester  
 Sauce**

has a larger sale than any other sauce on the market—the reason is not hard to find.

ROSE & LAFLAMME,  
 Agents, Montreal.



|            |            |            |            |
|------------|------------|------------|------------|
| Ceylon Tea | Ceylon Tea | Ceylon Tea | Ceylon Tea |
| Ceylon Tea | Ceylon Tea | Ceylon Tea |            |
| Ceylon Tea | Ceylon Tea |            |            |

CEYLON TEA is a solid foundation on which to build a substantial and profitable business for 1904.

**Ceylon Tea**  
BLACK and GREEN

**Ceylon Tea**  
BLACK and GREEN



# CANE SUGAR.

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

## ST. LAWRENCE EXTRA GRANULATED

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

The St. Lawrence Sugar Refining Co.,

Limited.

MONTREAL.

TO OUR MANY CUSTOMERS  
AND FRIENDS

WISHING YOU THE  
Compliments  
of the  
Season

and a

HAPPY and PROSPEROUS  
NEW YEAR.

American Coffee & Spice Co.  
TORONTO.

SOLE PROPRIETORS

LEES & LANGLEY'S  
WORCESTERSHIRE SAUCE.

New Year's Greetings  
from Canada's Greatest  
Pickle House

"Many Happy Returns of the Day"—a wish extended in no mere formal manner to our many customers, stretching from the Atlantic to the Pacific.

The old year was a great business year for this house, which means also that it was a great year for all grocers selling the Pickles, Marmalades and Jellies bearing the brand—"Sterling."

Thanks—and here goes our best foot forward for 1904.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe

**STRETTON'S**

(PRIZE MEDAL)

Worcestershire  
**SAUCE**



HIGHEST AWARD, LONDON, 1893.

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

**CANADIAN AGENTS:**

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

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

Sole Manufacturers

**Stretton & Co., Limited,**

**WORCESTER,  
ENGLAND.**

# It's All Right.



The quality is always up to the mark, and you are serving your own interests as well as your customers by giving them

## “Reindeer Brand”

condensed milk. Every tin guaranteed.

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

# “Wee McGregor’s” Breakfast Food

Is acknowledged to be the most economical.  
It is easily prepared. Cooks in five minutes.

*“Gran’ for the Morn’s Mornin’”*

THE F. J. CASTLE COMPANY, Limited, OTTAWA, CAN.

**“KKOVAH”**  
**SUPERIOR TO ALL**  
**Jellies**  
FLAVORED WITH RIPE FRUIT JUICES ONLY.

**“KKOVAH”**  
Jellies (all flavors)

**“KKOVAH”**  
Custard Powders

**“KKOVAH”**  
Blanc Mange Powders  
Etc., Etc.

**“NEVER-DRIP-A-DROP” Tea Strainer**—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

**THE GREIG MANUFACTURING CO.**  
MONTREAL. LIMITED

# TEAS — That show the retailer a handsome profit.

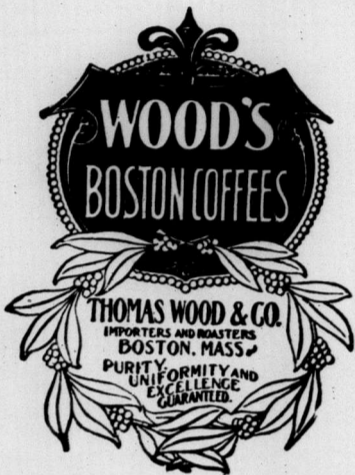
We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

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

Branch CANADA GROCERS LIMITED.

## A HAPPY NEW YEAR!

To-Day All Begin Again.



New Ledgers\* opened. New Ideas adopted. New Schemes outlined. New Plans projected. New Enterprises started. New Business in line. May New Successes await you all. But don't forget this—

While all around are new, some old friends are best, and one is

## WOOD'S COFFEES.

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

To All Our Customers and Friends

We Wish

The Compliments of the Season

AND

A Prosperous New Year.

**BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada**

# The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."



We Would Like the Trade to Understand That "Blueol" has Been manufactured to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

WRITE FOR SAMPLE AND PRICES.

**J. M. DOUGLAS & CO.,**

Manufacturers,

MONTREAL.

Established 1857

# Window and Interior Displays

Timely Hints  
and Suggestions.

**T**HE most frequent excuse made by the merchant who neglects his window is that he has no time. Few in this day dare say that they do not think a well-dressed window sells goods. They would not risk setting up their opinion against that of the ninety-nine out of a hundred who insist upon the expenditure of much time and money on the display of goods seen by passersby. But they will hide behind the excuse that the time consumed is more than can be afforded in the store, implying by this that business is so brisk that the entire attention of the staff is necessary to wait on the customers.

Ask the same merchant how he would meet the contingency of an overflow of customers, and he would say that he would engage more clerks. And yet, although he will admit that in some cases at least, the tasty display of an article will sell it, he often cannot see that the employment of one more clerk for window dressing would mean a larger business. He is loath to add to his present staff, simply because, for the few additional dollars a week he would have to pay, there would not appear any direct, immediate return. An extra clerk is much more profitable when employed as a window-dresser than if he were engaged solely as a salesman.

But this cry is in almost every case made without thought. There are many minutes during the day which are idled away by all the clerks. These, if set apart for one clerk to be spent in decorating the window, would mean no additional help, and procure all the beneficial results of an attractive store. "I haven't time" is very often equivalent to "I have not the ambition to make time." Those time-consuming displays that cost

much money in addition, are not a necessary part of the window plans. An excellent display can be arranged in far less time than is wasted every day in almost every store, and after a clerk gets experience, the time spent grows less and less. The plans should be thought of during the regular business or out of hours, and the arrangement can then be quickly worked out. If the merchant who "hasn't" time would make time, he would come to an appreciation of the value of good displays that would make them as important as any other branch of the business.

bulk goods in the window is very seldom employed, and yet it is in many cases very effective. It gives a "stocky" appearance, and, by its unusualness, forms an attraction. With such a window it is necessary to have other features that relieve the roughness of such a display, and this is effected in the window shown by means of the rows of packages, the pyramids and the figure at the back.

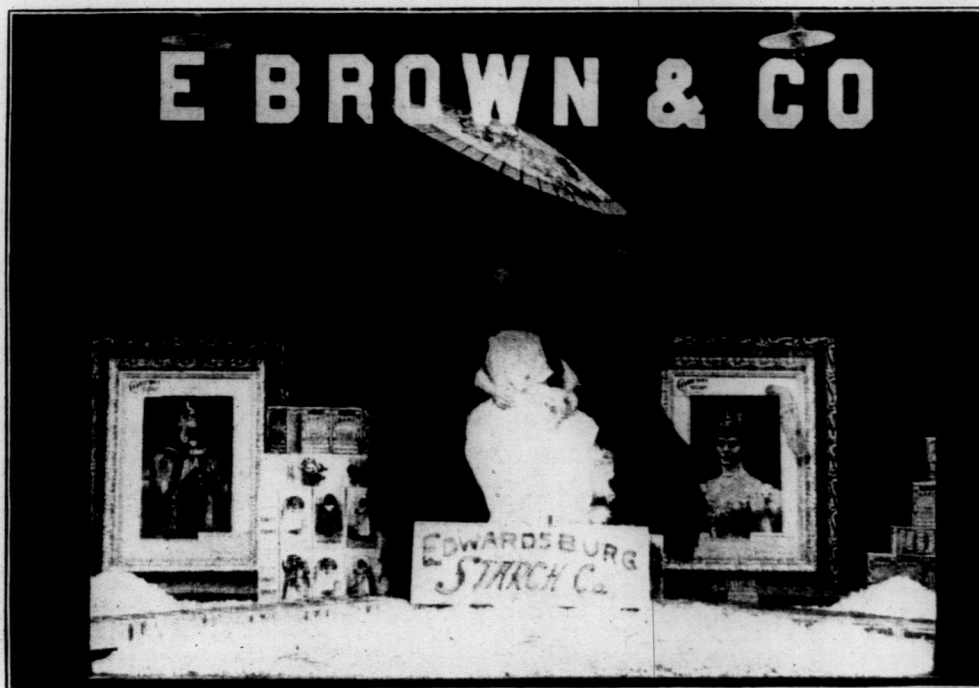
## OBSERVE DETAIL.

Although a large part of the work in connection with window dressing is the formation of a plan to be followed in the arrangement, it is not by any means all that requires close attention. Any clerk in the store may be capable of suggesting excellent ideas to the window-dresser, but only the latter can be depended upon to carry out the idea in a way that will give the best results.

In the actual arrangement the time spent on detail is of great consequence. The general plan may be closely followed without obtaining a good effect, whereas the same plan may be made much more attractive by observing what

would be usually called the unimportant part of the display.

Exposed framework may not interfere with the intended design, but it utterly ruins the value of the window. The plan is almost always general in its character, and, however good, may be spoiled by the filling in. The slant of one prominent article, the introduction of too many objects, or neglect to conceal a rough framework may rob the display of most of its value, however cleverly conceived the plan may be. Many of these faults may be avoided by a close inspection of the window from the street.



A Starch Window—Dressed for E. Brown & Co., Peterboro, by Andrew Graham.

## This Week's Illustration.

This starch window was dressed by Andrew Graham for E. Brown & Co., Peterboro, and contained nothing but the products of The Edwardsburg Starch Co. The idea was obtained from that company's advertisement, and "The Queen of Starches" is the central figure, seated in a fur-lined chair. Behind stands a figure of a negro holding a Japanese umbrella over the queen. The illustration shows the rows of packages of starch, between which bulk starch was carelessly piled. The background consisted of pyramids of packages, flanked by two pictures, given by a soap company. This plan of using

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
IN **TINS**  
GUARANTEED TO THE TRADE

DURABLE  
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

**INQUIRIES FOR CANADIAN TRADE.**

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

1. A Liverpool firm of commission and general merchants, offering good references, are seeking the representation of a good Canadian exporter.
2. Inquiry is made respecting the nature of the encouragement offered by any municipal authority in Canada in the event of a company or group of capitalists starting a new industry by erecting a factory for the manufacture of a staple article not at present being produced in the Dominion.
3. An Irish dairy society desires to get into touch with parties in Canada who can supply them with small cut-up boards suitable for nailing into butter boxes.
4. A provision and produce broker in the North of England desires to get into communication with a first-class packer of provisions in Canada.
5. Application has been made for the addresses of iron works (blast furnaces) or steel works in Canada, by a firm desiring to bring before them propositions concerning the utilization of slags.
6. A Vienna commission merchant, with English experience and good references, is anxious to hear from Canadian exporters starting a Continental connection.
7. The names of parties in different parts of Canada willing to act as buying agents for a large manufacturer of sauces and other similar grocers' sundries have been applied for.
8. A West of England firm have asked to be furnished with the name of a large Canadian canning house requiring representation in Great Britain.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

9. An engineering company seeks the co-operation of some first-class Canadian manufacturers prepared to take up the manufacturing agency of their brick and tile machinery.
10. A timber manufacturing firm, in a position to place considerable orders, wishes to hear from Canadian shippers of box shooks.
11. Enquiry has been made for the addresses of Canadian manufacturers of carpets.

12. A Bristol manufacturer of fire bricks for furnaces, who can ship advantageously from Avonmouth, would like to hear from Canadian buyers of these goods.

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

**CORRESPONDENCE.**

**PROBLEM FOR MANUFACTURERS.**

Editor "Canadian Grocer":—I beg to call your attention to an important point in regard to Canadian export trade. In the first instance Canadian manufacturers cannot supply the home markets. The requirements of the country are growing so rapidly the manufacturers are unable to keep pace, and the results are a failure to make a success of the home markets and a feeble export trade.

The West is developing rapidly, and with the building of the Grand Trunk Pacific and the Canadian Northern an immense new area of territory will be open for settlement.

At the present time the total population of the West from Winnipeg to Dawson is only about a million, merely a handful of pioneers, and on good authority it is stated, eastern manufacturers were unable to supply the requirements of these people. What will they be able to do in a few years when the population for the whole Dominion will be double what it is now.

For years manufacturing in the West will be comparatively small. The great bulk of their requirements will have to be supplied by the eastern manufacturer. The popular cry of the day at the present time is short on nearly all lines of staples.

The most important point to study on this subject is can the manufacturers

supply the home markets and create a surplus for the export trade. Never before in the history of Canada has this question of manufacturing for the wants of the people become so prominent. Canadians must now understand they have more work on their hands than any other country in the world. They must also have complete faith in the successful development of the whole Dominion. They must also understand there are thousands of articles that could be manufactured in the country that we purchase abroad.

Let the Canadian manufacturer run his eye over the map of Canada, and take note of the thousands of miles of new railways to be constructed, and an increasing population to cater for, and I think he will agree with me that this is a subject for consideration.

Your remarks in an editorial upon the unsuccessful attempt of the Canadians to open a market in South Africa brought this subject to my attention.

GILBERT S. McCONNELL.

Vancouver, B.C., Dec. 17, 1903.

**BROKE ALL CANADIAN RECORDS.**

The Winnipeg Tribune published on Saturday, December 19, a Christmas number which for size and quantity of advertising is said to have outrivalled all Canadian competitors.

This big issue contained 60 regular size pages of news, special Christmas matter and holiday features, and had a handsome lithograph frontispiece. The advertising pages contained 282 columns of advertisements, which is the largest amount of advertising ever carried in a single issue of any Canadian newspaper. The paper was gotten out by the regular staff and printed on The Tribune's big Hoe press.

THE CANADIAN GROCER

TO ALL OUR FRIENDS  
A Happy and Prosperous New Year.

And, by the way, if requiring any goods in a hurry before our  
travellers see you, wire or phone us at our expense.

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

# Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long  
felt want.

You can easily handle a barrel.

**THE CANADA BISCUIT CO., LIMITED**

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

King and Bathurst Streets, TORONTO.

## JAMES TURNER & CO.

Wholesale Grocers, = HAMILTON,

Wish all their  
customers. . .

A Very Happy New Year.

# Thomas Kinnear & Co.

Wholesale Manufacturing  
and Importing Grocers

49 Front St. East,

**TORONTO.**

Telephones / Main 37  
Main 104

Sole Agents for

CROWN BLEND TEA

“ COFFEE

“ BAKING POWDER

“ MOLASSES

VICTORIA EXTRACTS

**PROMPT SHIPMENT.**



## HAPPY NEW YEAR!

We wish you both health and prosperity for 1904.

**Health** will be assisted by eating only the best of cheese.

**Prosperity** will be promoted by selling it.

### YOU KNOW THESE BRANDS.

They are recognized as the highest grades of cheese on the market. Other makers may imitate our opal jars and our labels, but in supplying

**MacLAREN'S IMPERIAL  
CANADA CREAM  
MacLAREN'S ROQUEFORT**

you know

that you will satisfy your customer.

**KEEP THEM ALWAYS IN STOCK.**



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

### Business Changes

#### ONTARIO.

**D** M. MACPHERSON, trader, Lancaster, has made an assignment to F. T. Costello, Alexandria. A meeting of creditors was announced for 26th inst.

W. Trott, grocer, St. Thomas, has assigned to F. H. Coles.

Libbitt & Co., grocers, Carleton Place, are retiring from business.

J. M. Everett, grocer, Hamilton, has sold out to J. M. Semmens.

W. W. Trott, grocer, St. Thomas, has assigned to E. J. Cole, London.

E. Bergeron, grocer, The Lake, has daker, has assigned to W. A. Cole.

J. W. Holmes, baker and confectioner, Warton, has sold out to J. Buckley.

J. Lanthier, general merchant, Wen daker, has assigned to W. A. Cole.

J. A. Copp, tobacconist, Woodstock, has advertised his business for sale.

The premises of The Canadian Produce Co., Toronto, have been damaged by fire.

J. W. Watson, general merchant, Minden, has advertised his business for sale.

Rutherford, Marshall & Co., produce and commission merchants, Toronto, have dissolved partnership. W. J. Marshall continues in business under the old firm name.

#### QUEBEC.

J. A. Pare, general merchant, Lachine, is dead.

Gagne & Limard, traders, Quebec, have registered.

A. Longpre, Montreal, is starting a tobacco business.

Drolet & St. Jean, grocers, Quebec, have registered.

P. Mercier, confectioner, Windsor Mills, has made an assignment.



## THE CANADIAN GROCER

The assets of Charbonneau & Fils, grocers, Magog, have been sold.

J. E. Guimond, Jr., trader, Grand Mere, has made an assignment.

The Canada Trading Co., Montreal, have dissolved partnership.

H. Girard, general merchant, St. Paul's Bay, has effected a compromise.

The assets of Price Bros., general merchants, Iberville, have been sold.

Bedard, Nap & Co., tobacco and cigar dealers, Montreal, have registered.

A. G. McBain & Co., grain merchants, Montreal, have made an assignment.



Start the New Year right!

# UPTON'S

JAMS

JELLIES

AND

ORANGE

MARMALADE

are the right kind of goods to sell or use.



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

The assets of A. D. Spear, general merchant, St. Adolphe de Houard, have been sold.

J. E. Paradis is preparing a statement of the estate of J. B. M. Dion, grocer, Quebec.

W. Curry, of W. & F. P. Curry & Co., wholesale general merchants, Montreal, is dead.

Levine Bros., general merchants and fish dealers, Fox River, have compromised.

La Societe de Fabrication de Fromage No. 1 de la Paroisse de St. Damien have registered.

The stock of G. Bourgue, grocer and dry goods merchant, St. Rosaire, has been sold.

J. Hyde has been appointed curator to T. S. Williamson, wholesale produce merchant, Montreal.

N. H. Turcotte, general merchant, St. Eulalie, is offering to compromise at 15c. on the dollar.

The assets of the estate of J. W. Morrow, general merchant, Robinson, are advertised to be sold.

Wilks & Michaud have been appointed curators to J. O. Lemire & Co., general merchants, St. Guillaume d'Upton.

J. Belisle & Frere, general merchants, St. Stanislas de Champlain, have made an assignment. Their assets have been sold.

A meeting of the creditors of Marchand & Co., hay and grain merchants, Pont de Maskinonge, was advertised for 28th inst.

### MANITOBA AND N.W.T.

Code & Crozier, merchants, Olds, have assigned to A. McKay.

J. Smale, grocer and shoe merchant, Neepawa, is closing up business.

Bell Bros., general merchants, Regina, have been succeeded in business by A. Bell.

### NOVA SCOTIA.

J. C. McDonald, grocer, Mabou, has assigned.

Consent has been registered for M. O. Kirkpatrick, general merchant, Diligent River, to do business in her own name.

### BRITISH COLUMBIA.

H. Ives, grocer, Victoria, has sold out to Mrs. Nicking.

R. Draney, canner, Nanu Harbor, is adding a sawmill to his business.

Brown Bros., grocers, Vancouver, have compromised at 40c. on the dollar.

The British Columbia Jobbing & Confectionery Co., Victoria, have assigned to W. H. Price.

A. G. Smith & Co., commission and

storage merchants, Vancouver, have been succeeded by G. W. Duniap & Co.

E. A. Baker has been appointed trustee for the creditors of G. C. Hamilton, confectioner and fruit dealer, Vancouver. Mr. Hamilton has been succeeded in business by Mattincci & Carli.

### BROKERS FOR CANADA BEAN CO.

W. H. Millman & Sons have been appointed official brokers for The Canada Bean Co., Limited, head office Ridgetown, representing Toronto and vicinity.

# WE WISH ALL

# A

# Happy

# AND

# Prosperous NEW YEAR

# THE

# Davidson & Hay,

# LIMITED,

# Wholesale Grocers,

# TORONTO.

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Cool Cured Cheese.

**T**HE results of the experiments in cool curing of cheese by the Dominion Department of Agriculture at the four illustration stations located at Brockville, Cowansville, St. Hyacinthe and Woodstock the last two years have just been published and show very encouraging results. At these four illustration stations over 70,000 cheese from some 40 factories have been cured during the last two seasons. As the cheese were collected from the factories, a number from the same vat from all factories were set aside each week, and after being carefully weighed, one was placed in the curing room and the mate to it put in the upper storey where the temperature was not controlled. When the cheese of the corresponding week were sold, these cheese were again weighed as before, and the difference in shrinkage noted. From this difference the saving in shrinkage on the whole lot was calculated. The following table shows the actual saving of shrinkage on all the cheese handled this season to date at the four cool curing stations:

| Curing room   | No. of cheese | Shipped weight | Shrinkage saved lbs. | Value.     |
|---------------|---------------|----------------|----------------------|------------|
| Brockville    | 9,526         | 761,594        | 9,869                | \$1,011.39 |
| Cowansville   | 14,089        | 1,137,159      | 13,694               | 1,497.44   |
| St. Hyacinthe | 9,255         | 719,076        | 6,816                | 690.76     |
| Woodstock     | 12,898        | 1,013,542      | 14,410               | 1,461.17   |
|               | 45,768        | 3,623,366      | 44,609               | \$4,659.76 |

The total value of the saving, namely \$4,659.76, represents the interest at 6 per cent. on over \$75,000, or, in other words, would provide for a capital outlay of nearly \$2,000 for each of the factories contributing cheese. As everyone knows the past two seasons have been remarkable for the very cool weather and moist condition of the atmosphere that prevailed all summer. In an ordinary season the saving of shrinkage would be very much greater, because a high temperature and a dry air are the two conditions that increase the shrinkage.

But the saving in shrinkage is only a minor consideration. The main one is the great improvement in quality. The cheese cooled in the cool rooms and those cured in uncontrolled temperatures have repeatedly been examined and compared by a large number of cheese buyers, cheesemakers and others, and in every case the cool cured cheese has been pronounced the best in quality.

## Opening in Calgary.

J. Y. Griffin & Co., pork packers and provision merchants, of Winnipeg, are opening upon the first of the year an extensive branch of their business at Calgary, Alta., under the management of Mr. C. R. Dixon, who has represented them in the West for a number of years, and who is known throughout the West as one of the old-time grocery travellers of the pioneer days. The Calgary branch of J. Y. Griffin & Co. controls their business over the district from Edmonton to Macleod, Maple Creek to Revelstoke on main line, and from Dunmore to Cranbrook on the Crow's Nest railway, including Lethbridge, Raymond, Cardstone, and territory south of Lethbridge.

After the first of January all business in connection with the firm in this district is to be handled through the Calgary branch, which has just completed a large up-to-date warehouse, with electrical appliances, cold storage and track facilities, and which is one of the finest warehouses in Calgary.

They will carry on a general provision business, including eggs, butter, cheese, and poultry, in connection with their cured meat business.

The head office of the company is Winnipeg, and they now have branches at St. Thomas, Ont., Calgary, Alta., Nelson, B.C., and Vancouver, B.C.

## Egg Trade With Yukon.

Special to "The Grocer."

Vancouver, B.C., Dec. 25.—A commercial man who has spent several seasons in Dawson and the north, and has taken active charge of forwarding goods, especially such perishables as eggs and dairy produce, thinks the eastern packers have something yet to learn in the matter of packing cases for eggs.

He points out that the methods in use for packing eggs for the British export trade will not adapt themselves successfully to the trade with the Yukon and even for the Western trade of this Province there are the same objections. Much of the wood used is jack pine or some similar balsamic timber, which, when it gets damp gives off an offensive odor which the eggs readily absorb.

Basswood or elm cases are all right if put together properly.

But it is in the putting together that a serious mistake is made. The same cases used for the export refrigerator stock are used in sending goods out here and for the northern trade. These are made tight and lack ventilation. All ventilation openings should be at least half an inch wide, and should be at the side, the boards being left that distance apart. The ventilation opening at the top is of no use. If the opening is only at the top, the lower tiers of eggs do not get ventilation as the card sheets between the layers stop air from going down.

The close case system may be all right for the Old Country trade, which is entirely a refrigerator service, but conditions here and in the north for transportation are different. All during the summer and shipping season the weather is warm in the north, and there is no refrigerator service. Should an egg get broken in the tight case the air, which is somewhat heated cannot be changed or ventilated and the odor of the broken egg, which rapidly becomes bad, is sent all through the case.

This gentleman, in talking of the subject said: "I have written to eastern shippers on the subject, but they do not seem to understand the difference in conditions. They persist in quoting the Old Country trade, while I have endeavored to make it clear that conditions are different, and the methods do not apply. Had we refrigerator service to Dawson it would be all right as shipments are now made."

"If the shippers will not take a leaf from the book of the United States shippers, who have caught on to the needs of the northern trade in this matter of shipping eggs, they will be the losers by it," he concluded. "More than that, it will be of little use for the Manufacturers' Association to have sent Dr. S. Morley Wickett and Mr. Bell all the way to Dawson if the packers always throw the Old Country trade at us for a comparison."

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

*Charlottetown, P.E.I. Canada.*



We control the product of

**"The Charlottetown  
Preserving Co."**

**Pure Fruit Jams,  
Canned Fruits, etc.**

## TO THE TRADE

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

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

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

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

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

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

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

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

Kidney Stew,

Mutton Broth.

**ABOVE ALL PACKED IN KEY-OPENING TINS.**

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

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

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

We desire to thank our many customers for the patronage extended to us during the closing year and to wish for them during 1904, a very Prosperous and Happy New Year.

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

## Our English Brawn

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

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

**Order Sample Case.**

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

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—No particular feature is noticeable in the provision market this week, the usual holiday dullness is being experienced though prices show little alteration, a better tone being anticipated after this week. Dressed hogs are easier than at last writing. We quote:

|  |         |        |
|--|---------|--------|
| Long clear bacon, per lb.                | \$ 0 08 | \$0 09 |
| Smoked breakfast bacon, per lb.          | 0 13    | 0 13   |
| Roll bacon, per lb.                      | 0 19    | 0 19   |
| Medium hams, per lb.                     | 0 12    | 0 12   |
| Large hams, per lb.                      | 0 11    | 0 11   |
| Shoulder hams, per lb.                   | 0 09    | 0 10   |
| Backs, per lb.                           | 0 14    | 0 14   |
| Heavy mess pork, per bbl.                | 16 50   | 17 00  |
| Short cut, per bbl.                      | 19 00   | 19 50  |
| Shoulder mess pork, per bbl.             | 15 00   | 15 50  |
| Lard, tierces, per lb.                   | 0 08    | 0 08   |
| tubs                                     | 0 08    | 0 08   |
| pails                                    | 0 08    | 0 08   |
| compounds, per lb.                       | 0 07    | 0 08   |
| Dressed hogs, light weights, per 100 lb. | 6 49    | 6 59   |
| heavy                                    |         | 6 25   |
| Plate beef, per 200-lb. bbl.             |         | 10 50  |
| Beef, hind quarters                      | 6 50    | 9 50   |
| front quarters                           | 4 00    | 6 25   |
| choice carcasses                         | 6 50    | 7 62   |
| medium                                   | 5 00    | 5 75   |
| common                                   | 4 50    | 5 50   |
| Mutton                                   | 5 00    | 6 00   |
| Lamb                                     | 7 00    | 8 00   |
| Veal                                     | 6 00    | 9 00   |

Butter—The butter market is dull. The quality generally is not very high although some nice lots are being received. Complaint is still heard that consignors are not particular enough in grading and suffer in consequence. Receipts are fairly heavy and while as usual demand for first quality is good, poor is dragging. Prices remain about as last week. We quote:

|                    |           |
|--------------------|-----------|
|                    | Per lb.   |
| Creamery prints    | 0 21 0 22 |
| solids, fresh      | 0 20 0 21 |
| Dairy rolls, large | 0 16 0 17 |
| prints             | 0 17 0 19 |
| in tubs, best      | 0 16 0 17 |
| Under qualities    | 0 14 0 15 |

Cheese—No life is discernable in the cheese market and dealers seem unable to size up the situation in any other terms than that of dullness. We quote:

|               |           |
|---------------|-----------|
|               | Per lb.   |
| Cheese, large | 0 10 0 10 |
| twins         | 0 11 0 11 |

Montreal.

Provisions—The volume of business in hog products for the Christmas trade has been fairly satisfactory. Prices have been fairly well maintained. The export trade in smoked meats has been disappointing but there are indications of an improvement. Trade in lard is good. We quote:

|  |         |            |
|--|---------|------------|
| Canadian short cut mess pork           | \$17 50 | \$18 50    |
| American short cut clear               | 17 50   | 18 00      |
| American fat back                      | 18 00   | 18 50      |
| Bacon, Wiltshire, per lb.              | 0 13    | 0 13       |
| Extra plate beef, per bbl.             | 11 50   | 12 00      |
| Lard "Boar's Head" brand, tierce basis | 0 07    | 0 07       |
| Carloads, less                         | 0 02    | 0 02       |
| 20-lb. tin pails, tierce basis         |         | 0 00       |
| Half-bbls. over tierce                 |         | 0 00       |
| 50-lb. tubs                            |         | 0 00       |
| 20-lb. wood pails                      |         | 0 00       |
| 10-lb. tins                            |         | 0 00       |
| 5-lb. tins                             |         | 0 00       |
| 3-lb. tins                             |         | 0 01       |
| Wood net, tin gross weight             |         | Wood. Tin. |
| 1 to 25 pails                          |         | 1 68 1 58  |
| 26 to 49 pails                         |         | 1 66 1 56  |
| 50 pails and over                      |         | 1 62 1 52  |

Butter—The local market is very firm. Owing to the continued cold weather receipts are very small, and, as has been noted before, the quality is not up to the usual standard. The demand at present is for October creameries, but supplies are short. The market is expected to

continue steady. We quote the following unchanged prices: Fresh Winter made creameries, 21 to 22c.; finest October and November, 22c.; creamery prints, 22 to 23c.; dairy rolls, 17 to 17 1-2c.; dairy tubs, selected, 16 to 17c.; medium, 14 1-2 to 16c.

Cheese—The market continues quiet and prices are unchanged. The mild, fresh make is selling at 11 to 11 1-2c.; Summer strong cheese, 12 to 12 1-2c.

St. John, N.B.

Provisions—In pickled meats this is not a busy season. Prices, particularly pork, seem easy. Smoked meats continue to hold quite firm but begin to feel the lower price of pork. Lard has not been a money maker for the trade this season. Rather lower prices are quoted. In fresh meats the Christmas trade has tended to quite full values. Splendid beef has been sold. The Atlantic steamers help the sale of mutton, which is otherwise dull. They take it freely. Lamb is cheap. For veal, quite full figures are asked. Poultry is high, particularly turkeys. Pork is freely offered and rather easier.

Butter—Is unchanged. Really fancy stock is difficult to get, even creamery is being complained of.

Cheese—Has but a fair sale, while full prices are asked. There is little life in the market.

Eggs—Are held at full figures and for fresh hennery stock fancy prices are asked.

A Compromise Effected.

A compromise has been arrived at between The Pakenham Pork Packing Co. and a number of contributories of that company. Mr. McAndrew, official referee, this morning issued an order confirming the agreement whereby the contesting contributories consent to pay 75 per cent. of the amount which the liquidator alleges to be due by them. The amount which will be realized by this compromise will be about \$1,098.

Those who have consented to the agreement and the amount due by them are as follows: William Brewster, \$135; John Brewster, \$150; James Ewan, \$160; John Graham, \$150; J. J. Leask, \$160; S. St. John, \$155; H. J. Stone, \$160; W. Tocher, \$160; Alonzo Young, \$210.

The majority of the contributories are residents of Stouffville and the surrounding country.

"Fake" Butter Merchants.

Some commission crooks have been unearthed in Columbus, O. They professed to be good hotel and restaurant customers for farm produce, such as butter, milk, and the like. After fleecing the

nearby farmers out of about \$30,000, they were unearthed. They operated in Long Island, N.Y., for awhile. They were finally haled to court and are likely to have the law meted out to them.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooley, Manager.

54 Noble St., TORONTO

Phone Park 513.

This cut represents No. 13.

Rooms  
Brushes  
Baskets

Butter Ware  
Butter Paper  
Butter Paper

Wooden  
are  
Willow  
are

Walter  
Woods  
& Co.

Hamilton and Winnipeg.

The finest New Year resolution you can make one that will indicate that you are either shrewd or honest is to give the best possible value to your customers and sell

# Blue Ribbon Ceylon Tea

A Happy New Year to all our agents and branches in every town in Canada.

Handle only the Best!



is the Standard article.


There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **BEST**, the kind that pleases your customers and gives you no trouble to sell.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

We are buyers of 

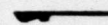
# Poultry, Butter AND Eggs.

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

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**

**Right....**

That all grocers should know that there are no goods on the market that

**Sell at Sight**

and yield such handsome profits as those of the

**Crown Mfg. Co.**

**WRITE FOR QUOTATIONS ON:**

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

**Crown Mfg. Co.**  
TORONTO.

**London Provision Market.**

Thomas Nesbit & Co., London, Eng., in their prices current of December 14, say:

Weather, fine and mild. Business, fairly good.

**Butter**—Best descriptions in steady demand, medium and lower qualities in less request.

**Bacon**—Irish, 1s. and 2s. lower; Danish rather dearer for lean and cheaper for fat selections. Canadian, etc., steady. Demand steadier for all kinds.

**Hams**—Only small sizes wanted. Trade generally unsatisfactory for the season.

**Lard**—Bladdered slow; pails, etc., dull.

**Eggs**—Demand slow, market quiet.

**Cheese**—Canadian, best and medium qualities in good demand at late values.

Prices of butter for weeks ending 14th December, 1901, 13th December, 1902, and 12th December, 1903, were as follows:

|                      | 1901. |     | 1902. |     | 1903. |     |
|----------------------|-------|-----|-------|-----|-------|-----|
|                      | s.    | d.  | s.    | d.  | s.    | d.  |
| Danish..... per cwt. | 114   | 116 | 110   | 121 | 108   | 116 |
| Normandy..... "      | 90    | 114 | 86    | 114 | 70    | 102 |
| Dutch..... "         | 108   | 110 | 106   | 114 | 104   | 106 |
| Canadian, etc. "     | 65    | 102 | 84    | 106 | 74    | 94  |

**Canned Meat for Kaiser's Tars.**

Sealed bids are asked for canned meats for the North Sea and Baltic stations of the German navy. The latter station needs for January 15, 1904, delivery:

Five hundred and seventeen cases of 12 cans each of 6.6 lbs. boiled beef; 333 cans of 12 cans each of 6.6 lbs. boiled mutton.

April 1, 1904, delivery: 555 cases of 12 cans each of 6.6 lbs. boiled beef; 278 cases of 12 cans each of 6.6 lbs. boiled mutton; 200 cases of 12 cans each of 6.6 lbs. corned beef.

October 1, 1904, delivery: 546 cases of 12 cans each of 6.6 lbs. boiled beef; 264 cases of 12 cans each of 6.6 lbs. boiled mutton.

The successful bidder enters into the agreement that he supplies all the canned meat necessary in case of war and for the period of the life of the contract which is up to March 31, 1905.—International Fleisch. Ztg.

**Average Live Beef Prices.**

The prices of beef cattle—beef on the hoof—have averaged as follows for the months and years named, says the National Provisioner:

| Months.         | 1903.  | 1902.  | 1901.  | 1900.  |
|-----------------|--------|--------|--------|--------|
| April. . . . .  | \$4.92 | \$6.80 | \$5.35 | \$5.10 |
| May. . . . .    | 4.75   | 7.00   | 5.40   | 5.20   |
| June. . . . .   | 4.90   | 7.45   | 5.70   | 5.30   |
| July. . . . .   | 5.00   | 7.90   | 5.35   | 5.35   |
| August. . . . . | 5.20   | 7.85   | 5.30   | 5.55   |

**A Brantford Industry.**

THE announcement on another page of this issue that the large packing house at Brantford has been reopened by The Matthews Co., will be welcomed by well-wishers of the packing industry. It will be remembered that this plant was erected by The Farmers' Co-operative Packing Co. in 1900, and met with disaster. Since purchasing the property in October the new owners have completely remodelled the house to suit their requirements. Every detail has been carefully arranged to secure the best possible results with the very greatest efficiency, for it is anticipated that the plant will run to full capacity from the start.

It is a pleasing fact that The Matthews Co.—operating three of the largest packing houses in Canada, capable of killing some 12,000 hogs weekly—is purely a Canadian concern. Those acquainted with the career of the Matthews factories at Peterboro and at Hull, predict a like success for the Brantford "triplet."

**NEW FACTORY OPENED.**

THE handsome new factory of the National Cash Register Company, of Dayton, Ohio, located at 98 Lombard street, Toronto, was formally opened on the 28th inst. Several of the officers of the company from Dayton were present in addition to the entire selling force of Canada.

In the evening a banquet tendered by the factory force to the officers of the company and Canadian salesmen was held in the fourth floor of the building, which was beautifully decorated with American and Canadian flags. Among the prominent manufacturers present was Mr. J. M. Taylor, of the Taylor, Forbes Co., Guelph, whose interesting address was very well received.

City Commissioner Fleming, to whom much credit is due for his efforts to have the branch established in Canada, in responding to the toast of "Toronto and the City Council," expressed the hope that the business of the branch would some day rival that of the head establishment at Dayton where nearly 4,000 men are employed in the manufacture of cash registers.

The officers of the company stated that the factory will be operated in the same progressive spirit that has made the Dayton factory famous throughout the world.

The branch offices in Canada are located at 129 King street west, Toronto, Montreal, Que., St. John, N.B., Winnipeg, Man., Vancouver, B.C., Regina, N.W.T., and Calgary, N.W.T. Frank E. Mutton represents the company in Toronto and J. W. DuLaney is the superintendent of the Canadian factory.

# GOOD NEWS TO-DAY

The big co-operative packing house at Brantford is a new centre of "Matthews Methods."

To-day this western plant (entirely remodelled) with its scores and hundreds of busy workmen, joins forces with the east in making "Matthews" Hams and Bacon; "Matthews Rose Brand" Lard; "Matthews" Cooked and Jellied Meats (18 varieties); "Matthews" Famous Sausages, and 101 other toothsome products, which so readily find favor for their goodness, and their attractive appearance.

## BEGIN WELL

The New Year by provisioning your bacon counter with "Matthews" Meats--the name which guarantees to you reliability and highest quality, which steadily improves the trade of all who sell the "Matthews" products.

**THE  
GEORGE  
MATTHEWS  
COMPANY,  
LIMITED.**

Established 1868  
Incorporated 1894

**PETERBOROUGH  
HULL  
BRANTFORD**

## NEW BRITISH STANDARD OF WEIGHTS.

(From U. S. Consul Boyle, Liverpool, Eng.)

THE British Government has taken the first step toward the adoption of the decimal system of weights. It has just been announced by the Board of Trade that, under a special order in council, it will sanction the use of a weight of 50 pounds, instead of the present standards of 112 pounds (called a hundredweight) and 56 pounds (called a half hundredweight). The 50 pounds is by this action made a legal standard of weight. This reform has been adopted after forty years of agitation by Liverpool merchants and later on by petitions to the Government by the Chambers of Commerce throughout the country, and particularly by the Chamber of Commerce of this city. Liverpool has felt the necessity for the change more than any other city, as this is the leading entrepot for American and colonial produce of bulk, the weighing of which is a considerable item in the handling and, indeed, in the ultimate cost of the shipments. More cotton, corn, provisions, and tobacco are imported into Liverpool than into any other city in the world, and by far the largest proportion of these imports come from the United States; so the United States is peculiarly interested in the reform just instituted. The Liverpool Journal of Commerce comments approvingly as follows:

"All these great quantities are calculated by the American sellers in pounds avoirdupois, but by the British buyers they have had to be counted in hundredweights, quarters, and pounds, in accordance with our antiquated and absurd and anomalous system of weights. What is the consequence? To give a concrete example: The buyer wishes to ascertain, say, the weight of 100 pounds of tobacco; to do so the nearest weight he can employ is a quarter, or 56 pounds, to which must be added smaller weights until the exact quantity is ascertained. But two 50-pound weights will give him the exact amount at once; three will give him the weight of 150 pounds, four 200 pounds, and so on, smaller weights being used for fractions of 50 pounds. The consequence is an enormous simplification of calculation. It should be remembered that the men who weigh these materials at the docks are not, as a rule, mathematicians who can tell the time of day by algebra. They are largely day laborers, who have not had a superior education, and to weigh quantities with a set of weights necessitating the calculation of fractions of pounds, and thereby the use of dozens of small weights, necessitates a mental effort of which all are not capable, and the use of a multiplicity of weights which con-

fuses them, leads to errors and loss of time—and time is money. But by the adoption of a 50-pound weight a unit of calculation has been obtained which will sweep away a whole set of weights, prevent errors, and save confusion, time and money. It should be remembered that the present complicated and wasteful method of calculating weights has to be gone through four times—first, when the goods are warehoused; second, by the customs, for the purpose of duty; third, in the counting-house; and fourth, in the factory—and in all these cases the same cumbrous system of calculation by hundredweights, quarters, and pounds has to be gone through, and the loss of time, convenience, and money quadrupled. But by the adoption of a 50-pound weight, though four separate calculations will still be necessary, they can be done simply and quickly. The saving in bookkeeping will alone be great. The present system necessitates a maze of figures of different denominations; but by their reduction to the one common denominator of pounds weight whole columns of figures will be saved and the risk of mistakes minimized."

Americans have great difficulty in understanding the English system of weights—almost as much as they encounter in trying to understand the English fractional system of coinage. For instance, if you ask a man here how much he weighs he will tell you, say, "11 stone 7." A "stone" is 14 pounds; so 11 stone would be 154 pounds, and adding the extra 7 pounds the weight given would be 161 pounds. Even Englishmen "to the manner born" have to make a mental calculation in arriving at the result in pounds in such a case. Sometimes provisions and other articles are sold at so much a stone, and then if the quantity purchased weighs a few odd pounds over a stone or a number of stones the purchaser and seller have to figure out the price per pound. It is the hope and expectation that the results from the adoption of the new standard weight of 50 pounds will be so satisfactory that before long the old-fashioned "hundredweight" of 112 pounds will be entirely abolished along with the stone, and that a decimal fractional system of 5 pounds, 10 pounds, and 25 pounds will come into general use.

## ORANGE CULTURE IN CALIFORNIA

THE fruit industry of California was founded at the time of the establishment of the missions of the Franciscan monks, says Scientific American. As early as 1792 there were about five thousand trees growing at the different missions. Apples, pears, oranges, lemons, limes, and olives constituted the greater portion of these trees. As they

nearly all did well, they proved the possibility of fruit culture in California. The fruit era did not begin until about the time of the great gold excitement of 1849. Most of the immigrants to the State thought of nothing but gold; but a few of the more far-seeing obtained possession of some of the old orchards, and reaped a handsome profit by selling fruit at the exorbitant prices that then prevailed.

Much of the land in California is especially adapted to the cultivation of citrous fruit. While by far the greater portion of the commercial crop of the state is at present grown in Southern California, the citrous fruit can be safely and profitably grown along the foothills of the Sierra Madre Mountains from San Diego to Tehama Counties, a distance of over seven hundred miles.

The method of propagating citrous trees, such as the orange, does not materially differ from that employed in the propagation of other fruit trees. One of the most difficult questions which the prospective orange grower must decide, is whether to use seedling or budded trees. The pros and cons of the question cannot be discussed here. The general tendency of progressive growers is to use only trees budded with thoroughly tested and approved varieties. Practically all the advance that has been made in improving citrous fruits by propagating and selecting seedlings, hybrids, and the like, which produce superior or peculiar fruits, depends upon propagation by budding and grafting. The centre of orange culture in California is Oroville, in Butte County, about 450 miles north of Los Angeles. The climate is especially adapted for the cultivation of citrous fruits, and is so mild that the frost never injures the trees.

Throughout the Sacramento and San Joaquin valleys orange trees are planted in bluffs or foothills in soil of a deep, gravelly, porous nature. So boundless is the market that, although thousands of young trees are yearly planted there is still room for more.

In preparing the land for orange cultivation, ploughing and harrowing both ways is necessary in order to fit the soil for the orange tree. Irrigation is also necessary, because of the scant summer rains. Water is piped to the lands in a common ditch with a gentle slope, and a regular flow of irrigating water is obtained. Since orange growing exhausts the soil in time, fertilisers, both natural and artificial, must be freely used. February, March, and April are the months when the ground is ploughed and cross-ploughed; afterwards it is harrowed each way to within three feet of the trunks. The soil under the trees is cultivated by gangs of men. Trees are



RETURNED

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# A WORD OF THANKS.

We wish to express to our many customers our appreciation of their very hearty support given us during the year that has just closed. We have made many changes and improvements during the last year, and are in a better position than ever to look after your requirements; especially is this noticeable in our



## TEA and COFFEE DEPARTMENTS.

**TEAS.**—We still maintain our reputation for carrying the largest and most carefully selected stock of TEAS in the trade. Our values are unequalled in ASSAMS, CAPERS, CEYLONS, CONGOUS, DARVELINGS, GUNPOWDERS, INDIANS, JAPANS, KANGRA VALLEYS, OOLONGS, S. O. PEKOES, YOUNG HYSONS, etc.

**COFFEES.**—This Department is in charge of an expert, devoting his whole time and attention to it. Our trade in high-grade ROASTED COFFEES is steadily increasing. Our blends are rapidly replacing many lines that had heretofore been considered standards. We ROAST, BLEND and GRIND all our COFFEES on the premises, and guarantee satisfaction.

**GREEN COFFEES.**—Our stocks are always large and well assorted. We can at all times show you exceptional values in RIOS, SANTOS, BOURBONS, EAST INDIANS, JAVAS, MOCHAS, PLANTATION CEYLONS, JAMAICAS, etc.

YOUR ENQUIRY FOR SAMPLES AND QUOTATIONS WILL BE CHEERFULLY ATTENDED TO.



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

planted 25 feet apart, or 70 to the acre. Year-old seedlings are procured from the nurseries, which seedlings in three years attain a strong growth. When the trees are ready to bud they are pruned, all the upper branches being cut off, so that nothing but the forked stump, some three or four feet high, is left. Two T-like incisions are made in the bark, into which incisions the new bud is inserted. About two buds are inserted in each trunk. All superfluous growth is checked, and every atom of nourishment directed toward the development of the new graft. February and March is the time for pruning; September and October the time for budding. May, June, July, August, and September are devoted to cultivation and general oversight. In November the fruit begins to mature, and all else is dropped in order to gather the crop. The gathering season is in full operation by the middle of the month; every man, woman, and child must work to pick, pack, and ship the ripe fruit.

Three years after budding, or six from planting the seedlings, the trees begin to bear. The first crop is 280, the second 420, the third still greater, and that of each succeeding year slightly more than its predecessor, if cultivation be never neglected. Neglect is promptly indicated by shrinking and discoloured foliage and diminutive fruit.

The oranges cultivated are Washington naval and tangarines. Co operation among the neighboring orchards provides for handling and shipping the ripe fruit. A central packing house receives the fruit from the orchards. The highest grade is 80 to the box, diminishing to 96, 112, 126, 140, 150, 176, and 200 to the box. A hopper is employed, into which the fruit is dumped, the sizes being separated in passing down the incline, the fruit dropping in its proper opening.

### HOLIDAY SOUVENIRS.

DOMINION PACKING CO.

THE Dominion Packing Co., of Charlottetown, P.E.I., have issued a very handsome holiday price-list. The outside pages are done in blue, gold and white, the front bearing the trademark of the company, and the back a most tempting plate of fruit, suggestive of The Charlottetown Preserving Co., who are controlled by The Dominion Packing Co. The price-list is decidedly the finest that has come under our review. The company are to be congratulated on their good taste and enterprise.

GRAND UNION HOTEL, OTTAWA.

One of the handsomest Christmas souvenirs seen this season is the menu card of the Grand Union Hotel, Ottawa, a copy of which lies on the editor's desk.

It is got out in a booklet form, embossed in gold on the first page with the words "Wishing You a Merry Christmas," and on the back in green and red with a sprig of holly.

The inside pages are decorated with excellent illustrations of the hotel and other views of Ottawa and with programmes for breakfast, luncheon and dinner calculated to send into ecstasies of delight the most exacting epicure.

BLACK & CO.

"The Grocer" acknowledges the receipt of a very handsome Christmas and New Year's card from Mr. Stanley W. McCulloch, representing Black & Co., wholesale grocers, importers and blenders of teas, Truro, Nova Scotia. The card was an excellent example of fine typography.

DOMINION MOLASSES CO., HALIFAX.

"The Canadian Grocer" acknowledges receipt of the season's greetings from The Dominion Molasses Co., Halifax, N.S. The little pamphlet sent out is very artistically gotten up, the front cover representing a sugar mill scene in red and black on slate colored background. The inside note gives the company's address on one side with the season's greetings in artistic type on the opposite page, while the last page expresses in a few well-chosen words the company's thanks to their customers during the past year, and a solicitation for continued support during 1904. The little work is tied with a pale blue silk ribbon. The delicate taste displayed in the pamphlet reflects credit on the artist as well as the company.

# CONFECTIONERY

A DEPARTMENT  
FOR RETAILERS.

## Follow Up Holiday Trade.

**C**ONFECTIONERY is a matter to which practically every grocer has given more or less special attention for the holiday trade. If this line has been handled with ordinarily good judgment it can not but have proved a profitable line. The higher grade goods which "The Grocer" has from time to time recommended to the trade pay a handsome profit and find a ready sale for Christmas and New Year's.

It is of course to be expected that immediately following the festive season that the public surfeited with the many good things in which they have been indulging, will not be large buyers of fancy confectionery, but is this a valid reason for allowing the department to run down and become uninteresting. We think not.

If the grocer has been able to dispose of a line of first-class goods in supplying the holiday demand he has established a connection that is worth keeping.

The way to keep that connection is to keep up your stock of the best confectionery. One tires of cheap goods much more readily than of the better grades, and is won back again much more readily by first class confectionery.

The conclusion to be drawn is that the confectionery department should be kept up to a high standard after the holidays. It is not necessary to have a large stock, but the stock should always be fresh and displayed in a neat, attractive manner, where it will strike the eye of the casual buyer the most easily. When your holiday customer again enters your store he has recalled to his mind the excellence of the confections he last purchased. He is induced to buy again. The customer who comes on purpose to duplicate his before Christmas purchase is not disappointed.

Do not dissipate the influence of a good holiday confectionery department by allowing your stock to become stale, run down or untidy.

It is a department that will repay the attention given.

## Solemn Truths About Pie.

**T**HE popular thought that pie is distinctly an American confection is an erroneous impression, the word pie being of Celtic origin. Just here it may be said that a pie in the American sense is in England usually called a tart, and the name pie is given only to the one made of meats. Here, as in many other instances, a ridiculed Americanism is the best old English; Robert Green, in England in 1589, found no sweeter compliment for "Carmella dear" than: "Thy breath is like the steam of apple pies." Then again, we find the versatile Charles Dickens responsible for the following eulogy of the pie:

"Columbus discovered a world—granted—but what is Columbus compared to the man who first made pie? That man was a creative genius, if you like. That man, that pieman, left behind him a boundless legacy of good to future ages. Millions of people are to-day moulding pies, with all the relish of expectant appetite, and how melancholy to think that not one knows the name of the dead benefactor. We should like, for our part, to build a city and adorn it in a grand square, with an obelisk to the immortal founder of the pie."

A cook book of 1710, written by Patrick Lamb, a cook to royalty, cites the culinary fashions of the 17th century and mentions buttered apple and quince pies. In fact, pie is of such ancient origin that doubtless it existed in the Garden of Eden, for surely wherever there was an apple there certainly must have been a pie.

Probably no article of food among the many concocted to tickle the palate of man has been more berated and abused than that which flourishes under the name of pie. Yet it holds its ground with remarkable tenacity. In defence of the healthfulness of pie, Dr. James W. Gray published the following article in The American Journal of Health:

"A glance at the elemental constituents of the ordinary pie of commerce affords reasons for its intrinsic nutritious qualities and healthfulness.

"In eggs, milk, and the various berries and fruits, very perfect foods are recognized, for in them are found in great variety the life sustaining powers.

"By careful selection of the best of these foods, and combining a portion of each in the ideal nutrition for the preser-

vation of healthful life, a scientifically made pie affords within itself all these requirements of a model food.

"But there are pies and there are pies. The average home made pie, owing to the improper equipment and baking facilities, is almost invariably a disease breeder, instead of a health help. The pies offered by some of the smaller bakers as evidence of their constructive ability are even worse, as a rule. In every large city, fortunately, there are large concerns which have reduced piemaking to an exact science, and whose product is not only appetizing, but is deserving of all praise, from a health standpoint. Eat pie, if you would be healthy, not only as a dessert at dinner, but eat it for breakfast, if your appetite craves it; eat it morning, noon, or night; it cannot harm you. Let the children have it when they will."

## Confections at the World's Fair.

**E**XHIBITS of confectioners, chocolate makers, soda fountain manufacturers and bakers will be installed at the World's Fair in the great Palace of Agriculture, and these displays will partake of the central idea of the exposition—life and motion. Moving exhibits are the sought-after things in all departments. Every exhibitor, where practicable, is expected to be doing things. This is an age when people "want to know how." So the candy maker can show his processes. The chocolate manufacturer can display his methods and results so far as he is willing the public shall know.

The confectioners and chocolate makers are in the immense food section in the northwest portion of the Palace of Agriculture. All American exhibits in these lines will be found in this section. The foreign exhibits in the same class will be in the foreign section, devoted to agricultural products of all kinds, adjoining the food section on the north.

Chocolate makers will show keen rivalry in giving interesting and attractive exhibits. Displays of the finished product, arranged in unique ways to catch the eye of the visitor, will occupy a large space. An instructive feature will be the demonstration of the manufacture of chocolate. One large manufacturer will not only give a practical demonstration, from the raw material to the finished product, but he will serve it, already prepared, on the table, and twice a day a young lady, trained in domestic science, will deliver a lecture illustrating and explaining the use of chocolate in the preparation of foods.

# Most Important Of All.

All grocers will agree with us that the most important commodities that they handle are tea, coffee, sugar and flour. Sugar and flour are pretty nearly the same the world over. Coffees vary. **Chase & Sanborn's** famous brands of coffee are always the same and vary only from other kinds in being superior. For this reason they are the favorites with grocers everywhere, because they invariably give satisfaction to their customers.

## Chase & Sanborn,

MONTREAL, P.Q.

# Grimble's



Pure Malt

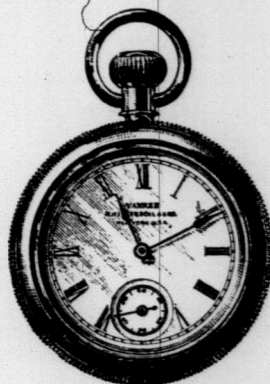
# VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT**.

If you don't know it, write for sample.

**I. S. WOTHERSPOON,**  
204 Board of Trade Building,  
MONTREAL, P.Q.

## GROGERS' NOVELTY.



THE

# Ingersoll

American Watches.

RETAIL PRICES, \$1.25 to \$2.50

### ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

- First**—It is absolutely guaranteed to keep accurate time.
  - Second**—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.
  - Third**—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.
  - Fourth**—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.
- Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.
- Trial Offer**—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

## ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, NEW YORK, U.S.A.



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**Yeast.**  
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| Blue Ribbon Tea.                | 19                  |
| Bradstreet's.                   | 17                  |
| Brantford Starch Works.         | 28                  |
| Browne & Wells.                 | 26                  |
| Burlington Canning Co.          | 57                  |
| Cameron, Gordon & Co.           | 65                  |
| Canada Biscuit Co.              | 13                  |
| Canada Paper Co.                | 57                  |
| Canada Brokerage Co.            | 57                  |
| Canadian Press Clipping Bureau. | inside back cover   |
| Canadian Salt Co.               | 28                  |
| Capstan Manufacturing Co.       | 43                  |
| Carter, G., Son & Co.           | 53                  |
| Castle, F. J., Co.              | 9                   |
| Central Business College.       | 57                  |
| Ceylon Tea.                     | 6                   |
| Chaput, L., Fils & Cie.         | 41                  |
| Chase & Sanborn.                | 25                  |
| Christie, Brown & Co.           | outside front cover |
| Clark, W.                       | 43                  |
| Clark, R. W., & Co.             | 65                  |
| Clemes Bros.                    | 48                  |
| Coles Manufacturing Co.         | 28                  |
| Colson, C. E., & Son.           | outside back cover  |
| Colman's Mustard.               | outside front cover |
| "Commissioner" Tea.             | 65                  |
| Computing Scale Co., of Canada. | 3 64                |
| Cowan Co.                       | 57                  |
| Cox's Gelatine.                 | inside back cover   |
| Crown Mfg. Co.                  | 20                  |
| Davidson & Hay.                 | 15                  |

|                              |                    |
|------------------------------|--------------------|
| Dawson Commission Co.        | 48                 |
| Dominion Brewery Co.         | inside back cover  |
| Dominion Molasses Co.        | inside front cover |
| Dominion Packing Co.         | 17                 |
| Dominion Show Case Co.       | 61                 |
| Douglas, J. M., & Co.        | 10 63              |
| Duck, George H.              | 49                 |
| Eby, Blain Co.               | 23                 |
| Eckardt, H. P., & Co.        | 39                 |
| Edwardsburg Starch Co.       | 67                 |
| Empire Tobacco Co.           | 58                 |
| Epps's Cocoa.                | 43                 |
| Erie Tobacco Co.             | 60                 |
| Eureka Refrigerator Co.      | 18                 |
| Ewing, S. H. & A. S.         | 64                 |
| Ewing, S. H., & Sons.        | 57                 |
| Fearman, F. W., Co.          | 17                 |
| Fortier, J. M.               | 60                 |
| Foster Pottery Co.           | 57                 |
| Gibb, W. A., Co.             | 48                 |
| Gillard, W. H., & Co.        | 10                 |
| Gillett, E. W., Co.          | 19                 |
| Goodwillie's Fruit.          | 55                 |
| Gowans, Kent & Co.           | outside back cover |
| Greig Manufacturing Co.      | 9                  |
| Greig, Robt., Co.            | 26                 |
| Grimble & Co.                | 25                 |
| Hamilton Cotton Co.          | 54                 |
| Harvey, John C.              | 65                 |
| Hill, Evans & Co.            | 63                 |
| Horrocks, T. J.              | 60                 |
| "Horse Shoe" Salmon.         | 82                 |
| Horton-Catto Mfg. Co.        | 3                  |
| Hudson, Hebert & Cie.        | 45                 |
| Husband Bros. & Co.          | 49                 |
| Imperial Maple Syrup.        | 5                  |
| Ingersoll, Robt., H., & Bro. | 25                 |

|  |                    |
|--|--------------------|
| James, F. T., Co.                      | 36                 |
| Japan Tea.                             | 4                  |
| Johnson, C. Gardiner, & Co.            | 65                 |
| Keen, Robinson & Co.                   | 66                 |
| Kessel, F. & Co.                       | 49                 |
| Kingston "Gleaner".                    | inside back cover  |
| Kinnear, Thos., & Co.                  | 14                 |
| Lambe, W. G. A.                        | 65                 |
| Lees & Langley.                        | 8                  |
| Lucas, Steele & Bristol.               | 13                 |
| Lytle, T. A., Co.                      | 8                  |
| Magor, Frank, & Co.                    | 66                 |
| Marceau, E. D.                         | 34 35              |
| Matthews, Geo. Co.                     | 21                 |
| Mathewson, J. A., & Co.                | 47                 |
| Metallic Roofing Co.                   | 51                 |
| Morse Bros.                            | 12                 |
| Mott, John P., & Co.                   | 57                 |
| MacLean Publishing Co.                 | 51 57 65           |
| McKay, John.                           | 53                 |
| McLaren Imperial Cheese Co.            | 14                 |
| McAlpin Consumers Tobacco Co.          | 60                 |
| McCann Wm., Milling Co.                | 53                 |
| McDougall, D., & Co.                   | 61                 |
| McGregor-Harris Co.                    | 36                 |
| McKillop, J. G.                        | 51                 |
| McLaren's Cooks' Friend Baking Powder. | inside back cover  |
| McLean, J. A., Produce Co.             | 19                 |
| McWilliam & Everist.                   | 48                 |
| Napoli Macaroni Co.                    | 52                 |
| National Licorice Co.                  | 3                  |
| Nicholson, E.                          | 65                 |
| Nicholson & Brock.                     | 51                 |
| Oakey, John, & Sons.                   | outside back cover |
| Oakville Basket Co.                    | inside back cover  |
| Ostrander, W. M.                       | 51                 |

|                                    |                    |
|------------------------------------|--------------------|
| Page, C. S.                        | 51                 |
| Park, Blackwell Co.                | 17                 |
| Patrick, W. G., & Co.              | inside front cover |
| Paterson's Sauce.                  | 5                  |
| Payne, J. Bruce.                   | 59                 |
| Reckitt's Blue.                    | 67                 |
| Reid, W. B., & Co.                 | 60                 |
| Rutherford, Marshall & Co.         | 36                 |
| Ryan, Wm., Co.                     | 36                 |
| "Salada" Tea Co.                   | 32                 |
| "Sovereign" and "Lynx" Salmon.     | 32                 |
| Stagg, M. G., & Co.                | 65                 |
| Staunton's, Limited.               | 63                 |
| Steele, W. H., Co.                 | 61                 |
| Stretton & Co.                     | 5                  |
| St. Charles Condensing Co.         | 5                  |
| St. Lawrence Starch Co.            | 5                  |
| St. Lawrence Sugar Refining Co.    | 7                  |
| Sydenham Glass Co.                 | 3                  |
| Thomas, J. P.                      | 65                 |
| Tilson Co.                         | 53                 |
| Tippett, Arthur P., & Co.          | 1                  |
| Toledo Computing Scale Co.         | 3                  |
| Toronto Salt Works.                | 65                 |
| Tuckett, Geo. E., & Son Co.        | 59                 |
| Truro Condensed Milk & Canning Co. | 9                  |
| Turner, James, & Co.               | 13                 |
| Upton, Thos., & Co.                | 15                 |
| Walker, Hugh, & Son.               | 49                 |
| Waterloo Broom and Brush Co.       | 3                  |
| Watt, J. L., & Scott.              | 42                 |
| Wetley, J. H.                      | outside back cover |
| Whiteley, Muir & Co.               | 18                 |
| White & Co.                        | 49                 |
| Winn & Holland.                    | inside back cover  |
| Wood, Thomas, & Co.                | 10                 |
| Woods, Walter & Co.                | 13                 |

# Best for You.

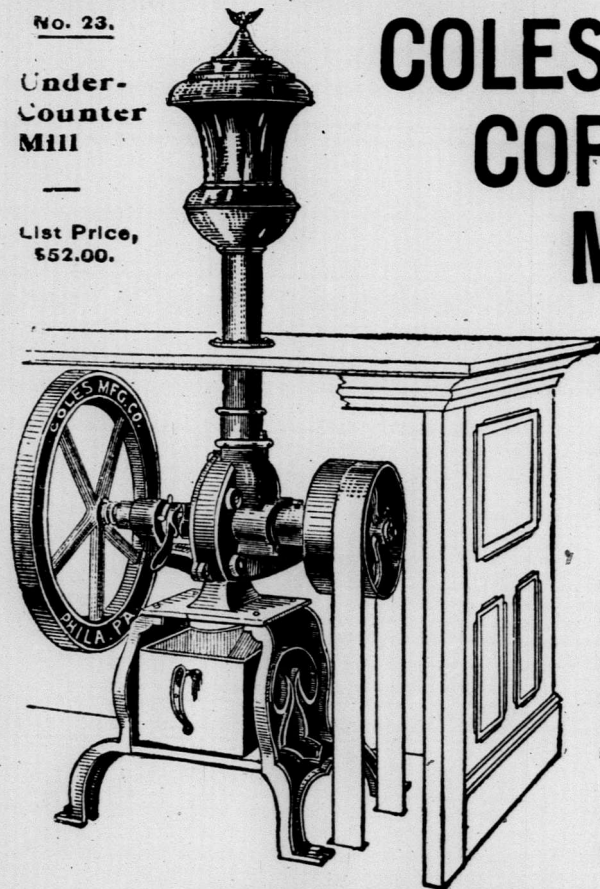
There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning —best by test!

Pure, white, dry, crystalline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

## Windsor Salt.

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

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.

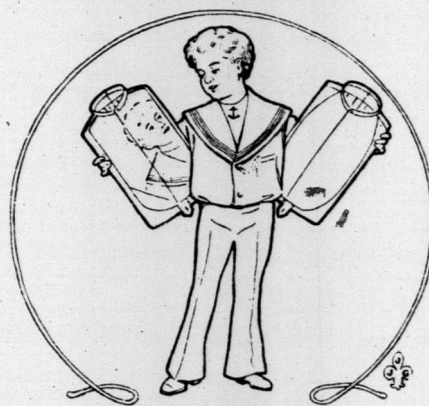
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**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.**



The compliments of the season to all our customers and friends.

May 1904 prove prosperous and happy.

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

# 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.

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### A GOOD OLD YEAR TO CANADA.

**NINETEEN HUNDRED AND THREE** is a year which Canadians ought to remember kindly. It was a good year for Canada; in fact the best that the country has ever seen. It was a significant year in many respects. It saw in agricultural and industrial development generally, the greatest progress yet experienced.

The crops of grain and fruit were on the whole, exceedingly bountiful. In the lumber industries the experience was most gratifying. The railways had more business than they could handle and therefore earnings were consequently the largest on record. The banks also reflected the active and generally healthy condition of trade.

The most disturbing feature of the year was a slump in the stock market due to the inflated value of prices. This to some extent counteracted the generally satisfactory trade conditions, but in spite of this, 1903 is easily the ban-

## EDITORIAL

ner year commercially in the history of Canada.

The foreign trade, like the home trade, was also the most satisfactory in the history of the country. The total, taking into account the import as well as the export business, was about \$460,000,000, which is about 90 per cent. larger than the aggregate ten years ago. In both exports and imports records were established as well.

Confidence in the future is no doubt to some extent shaken by the threatened industrial depression in the United State, as well as by the unsatisfactory trade conditions in Great Britain and Germany. But Canada has less to fear from a general depression than any other country in the world.

The exceeding good crops of last year is a good basis upon which to start the New Year. Then there promises to be an even larger influx of immigration than during 1903. This, with the extensive railway construction projects which are under way and contemplated, must necessarily create a large demand for material and merchandise of every description.

The New Year is starting off under auspicious circumstances and business men, by the employment of proper business methods, will in all likelihood find trade as satisfactory as during the prosperous year that has just gone.

### TRADE WITH NEW ZEALAND.

**T**HE efforts being made by New Zealand merchants to increase their trade with Canada under the mutual preferential tariffs should be met with enthusiasm on the part of Canadians. New Zealand is a most progressive and interesting part of the Empire and Canada should not lose any opportunity of bettering our trade relations with our sister colony of the Antipodes. The island colony is largely agriculture and consequently we are not large purchasers from her, but on the other hand she is no inconsiderable customers of ours.

The trade and navigation returns for the year ending June 30, 1903, show that our imports from New Zealand amount-

## The Canadian Grocer

ed to \$41,903, of which \$41,592 came under the free list and \$311 was dutiable. Our exports to New Zealand, however, were as follows:

|                                    | Product of Canada. | Not Product of Canada. |
|------------------------------------|--------------------|------------------------|
| The Mine. . . . .                  | \$ 428             |                        |
| The Fisheries. . . . .             | 19,316             |                        |
| The Forest. . . . .                | 215                |                        |
| Animals and their produce. . . . . | 1,023              |                        |
| Agricultural Products. . . . .     | 54,014             | \$5,250                |
| Manufacturers. . . . .             | 375,571            | 6,671                  |
| Miscellaneous. . . . .             |                    | 50                     |
|                                    | \$450,567          | \$11,971               |

These figures, although not large, are indicative of what lines may be developed in this direction in the future.

### THE LATE ANDREW PATTULLO.

**T**HE tragic death in London of Mr. Andrew Pattullo, M.P.P. for North Oxford in the Ontario Legislature, is most regrettable. He was a man blest with more than the usual amount of ability and his amiable nature made him a host of friends.

Although as editor and proprietor of the Woodstock Sentinel Review, which he had made one of the best provincial dailies in Canada, his time was well employed, he, however, devoted a great deal of attention to public affairs and particularly such as were for the public good.

There is possibly no man in Canada who has done more in behalf of the cheese and dairy industry of this country than the late Mr. Pattullo. He was also one of the pioneers in the movement for good roads, and the success which has attended that movement is largely due to his efforts. The two associations in Ontario which were organized in behalf of the dairy industry and the good roads movement, honored him by making him their president.

It was characteristic of Mr. Pattullo that whatever he undertook to do he did it with his whole might. Canada can ill afford to spare such men, and his death is a distinct loss to the country in general and to the Province of Ontario in particular.

### A GOOD GOVERNMENT IN TROUBLE.

THE meaning of the election in North Renfrew is obvious. It means that the confidence of the people in the Ross Administration is gone. This is to be regretted. The Government, has on the whole, been a good one. Measured by the standards of Government in the other Provinces of the Dominion, it is rather superior. But evil days have evidently fallen upon it.

Its political opponents may charge it with all sorts and conditions of maladministration. There is no doubt that some members of the Administration rest under very grave suspicion indeed; but to charge the Government as a whole with maladministration is to levy a charge that cannot be substantiated by facts.

The loss of prestige and the threatened loss of office is nearly altogether due to the acts of its servants. The acts of some of these servants will go down into the political history of this country as among the most disgraceful ever practiced. And these have gone on multiplying until they have practically ruined the Administration. The latter cannot plead irresponsibility. It is just as responsible as a merchant is for the action of his clerks; and it must pay the penalty.

Placed under similar conditions a board of directors would either resign or at least make an appeal to the shareholders. This is what the Ross Government in Ontario should do.

The people are the shareholders and they are manifestly dissatisfied. The least the Government, therefore, can do is to appeal to them through the ballot box.

The plea that the Opposition is weak, may be true, but whatever may be the condition of Mr. Whitney and his party, the Government should not attempt to carry on the affairs of the Province under the present unsatisfactory state of affairs.

Office is not everything. Good government far transcends it in importance. As long as the present state of affairs

exists Ontario cannot have good government.

### U. S. TRADE WITH CANADA.

THE unfairness of the United States tariff against Canada is illustrated by statistics just given out from Washington on the trade between the two countries for the past ten years. The total commerce of the United States in 1893 was \$1,652,000,000, while in 1903 it will aggregate about \$2,460,000,000, an increase of about 50 per cent. In the meantime her trade with Canada has increased from less than \$100,000,000 in 1893 to over \$185,000,000 in 1903, or approximately 85 per cent. That is to say the trade of the United States with Canada has increased nearly twice as fast as the whole trade of the great Republic. But it is on analysis of the constituents of this trade that the injustice becomes most apparent. Of our total trade with the United States we bought from them in 1903 \$130,000,000 while they bought from us only \$55,000,000. In 1893 the figures were respectively \$57,000,000 and \$34,000,000. That is, while our imports from them in ten years increased \$73,000,000 or over 125 per cent. their imports from us increased only \$21,000,000 or about 60 per cent. In short, our imports from the United States have increased twice as fast as their imports from us.

It is apparent from these figures that Canada is the best market that the United States has. Americans are awakening to this fact as is evidenced by the growing agitation for reciprocity on the American side. Reciprocity which at one time had many friends in Canada, can at present scarcely summon a baker's dozen advocates, but on the other hand there is a growing feeling in Canada among both political parties in favor of a course of fiscal reprisals. The Canadian people felt but survived the McKinley and Dingley tariffs. They are more independent of American markets than ever before in their history, while the importance of Canadian markets to the United States was never so great as at present.

Americans who are interested in the

Canadian trade would consult their interests by advocating the reduction of the absurdly high tariff which, as the above figures show, allows of only a one-sided trade, a kind of trade which will not be borne forever.

### STOCK TAKING.

STOCKTAKING is the order of the day. The jobbers are already at it. The retail trade will soon be engaged in this masculine form of housecleaning. It is no pleasant task to ransack the whole stock of a large store, but it is one of the very greatest importance. It is necessary, in the first place, in order to judge, correctly, the business done during the past year and secondly to bring to light forgotten lines or goods that have proved slow sellers.

That the first end may be attained great care should be taken in the proper valuation of damaged, shopworn or out-of-date goods. To set them down in the stock list at cost price is merely to deceive one's self and to make all the worry and bother of no use. The merchant should be as flint against any disposition to boost the value of his stock. He will be rewarded in the knowledge that his stock is actually worth what it appears in the stock lists, and that his nominal profits for the past year are not subject to any discount for dead stock on hand.

But this is merely the bookkeeping side of stocktaking and is useful for the information not that is merely acquired but that is made use of as well.

When, therefore, stock has been gone over and the damaged, shopworn or slow goods discovered the next thing is to get rid of them. They merely take up room. It would be a good idea to separate out all this kind of stock; establish a bargain counter; advertise it well; and at once get rid of unappreciated goods and create the interest in your store always incident to a bargain counter. The large departmental stores have won no small part of their success by means of the bargain counter, there is no reason why the smaller merchant should not reap some of its advantage at least in getting rid of undesirable stock.

With the capital thus set free a cleaner and fresher stock can be got in and discount saved.



**A GOOD AND INEXPENSIVE SCHEME.**

TALKING to a local merchant, a representative of "The Grocer" learned of a scheme which is believed to be quite original and which has been instrumental in increasing sales to no small degree. It is as follows: On a slip of white paper 4x6 the merchant has printed at top of sheet the firm's name, address and nature of business, leaving plenty of space below where he can fill in with colored pencil or ink any announcements he wishes to make about his store, any special sales, new goods arriving, articles he wishes to create sales for, etc. Of course prices are always mentioned.

These slips are put in packages sent out, and are sure to be noticed by persons opening same. This scheme should work well with casual buyers. By keeping them posted on what you are doing, and what you have to sell, you gradually get them interested in your store and finally you secure them as regular customers.

You no doubt have a nice line of breakfast bacon. Just put this on your slip with prices plainly marked and enclose with to-day's orders. It will help the housewife to decide what to get for breakfast to-morrow. You will be surprised at the result obtained from this inexpensive kind of advertising.

**HOLIDAY TRADE.**

R. G. Dun & Co. in their review of the holiday trade up to Saturday, 26th instant, speak as follows of Canada:

Despatches from the Dominion of Canada testify to a liberal retail holiday trade, but wholesale operations are expected to be small for a period. Prospects for next year are considered encouraging. Retail trade in Halifax has been stimulated by holiday purchases, but wholesale trade is decreasing, as is customary at this season. Similar conditions are reported as existing in the St. John district, and labor is well employed, while lumber prospects are bright. Indications for the coming year are favorable. Quebec reports holiday trade satisfactory, and business generally good. Quiet conditions are anticipated in wholesale circles during the next few weeks at Montreal, as travellers are of their routes. Holiday retail trade is brisk, particularly in the city, and collections are prompt. Wholesale trade is quiet

in Toronto, but retail sales are heavy and the holiday business surpassed any preceding year.

**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.

Lucas, Steele & Bristol have very choice lot mild Canadian cheese.

Buyers' attention is directed to this week's advertisement of E. D. Marceau, Montreal. The stocks of teas offered are such as should appeal to all; the values are guaranteed.

L. Chaput, Fils & Cie., Montreal, have just received into store 1,200 boxes Griffin & Skelley's Italian style Oregon prunes, sizes 30s to 40s, 40s to 50s, 50s to 60s, 60s to 70s, and 70s to 80s, fine quality and prices right.

The Eby, Blain Co. have just passed into stock a shipment of "Nickel Plate," "Brass King," and "Glass King" washboards. These lines are the finest of their kind manufactured.

Look out for Lucas, Steele & Bristol's Mermaid kippered herring in cartoons.

H. P. Eckardt & Co. report a large business doing in Heinz tomato soup in 2-lb. and 3-lb. tins.

The offerings of "Owl Chop" and "Bee" brand teas made to buyers in this week's issue of "The Canadian Grocer" by L. Chaput, Fils & Cie. should interest buyers. Qualities are guaranteed the best.

Armour's Extract Beef and Vigoral are finding a ready sale with the Eby, Blain Co.

Lucas, Steel & Bristol have just received choice lots of haddies in 15 and 30-lb. boxes

Buyers of extra fancy Japan rice may procure same from H. P. Eckardt & Co.

Lipton's teas and coffees are in store with Lucas, Steel & Bristol.

H. P. Eckardt & Co. are selling a pure cane sugar syrup in half barrels at a very low price.

**PERSONAL MENTION.**

Mr. George Mann, Montreal, manager of the eastern branch of the Salada Tea Co., has been confined to the house for over a week. A severe cold is responsible for his absence from business.

Mr. Chas. Runk, Western Ontario representative for Messrs. S. Davis & Sons, Montreal, is in the latter city during the holidays. Mr. Runk reports

very good business, particularly in the clear Havana goods put up by his firm.

Your representative ran across Mr. J. J. Ryan, the Toronto and Western representative of J. M. Fortier & Co. in Montreal recently. Mr. Ryan, who is well known to the trade is an active hustler. He reports business for his lines in the West very satisfactory and the prospects bright.

Mr. Wilson B. Mills, formerly the representative of the American Coffee Co., in Canada, and more recently with Lees & Langley, coffee roasters, Toronto, has severed his connection with the latter firm, to take a more remunerative position. Mr. Mills has the reputation among the trade of being a man thoroughly versed in coffees, and there are few better coffee judges in the country.

**THE GROCER BRINGS RESULTS.**

The Canadian Grocer:

During 1902 I advertised in your paper repotatoes. The add was in your Export number and I have recently received a letter from Mannheim, Germany, inquiring for Canadian potatoes.

This is evidence that your Export number is not only read, but preserved. I happened to mention this matter to your Mr. W. H. Lindsey, of London, who asked me to send you the above information. I am enclosing you the letter and envelope.

(Signed) C. M. McILHARGEY.

Stratford, Ont., Dec. 29th, 1903.

**TAKING HOLIDAYS.**

L. Chaput, Fils & Cie. Montreal, will close from Thursday, December 31st, to Monday, January 4th, thus giving their large staff the benefit of an extra holiday. As customary all the travelling representatives of the house are in the city attending the annual meeting which is held on the 30th of December.

**TAKEN INTO PARTNERSHIP.**

Mr. Alfred B. Lambe, grocery, broker and commission merchant, Toronto, has taken his son, Hugh E. Lambe, into partnership under the style of Alfred B. Lambe & Son. The firm has taken offices in the Royal building, 27 Wellington street east. The senior member of the firm has been connected with the tea and grocery business ever since he left school, 33 years ago, in Toronto. His son Hugh E. Lambe, although a young man, has already served a good apprenticeship in the grocery brokerage business, having been with J. L. Watt & Scott and other firms.

The following is an advertisement that appeared in this paper in this position in November, 1899, when we first introduced Ceylon Green Teas to the world. Are our predictions not likely to be verified? Look for our ad. next week for figures of the decline of the Japan tea trade.

**ARE YOU SELLING . . .**

**"SALADA"**  
PURE UNCOLOURED  
**CEYLON GREEN TEA**  
**SALADA**

If not, you are not keeping up with the times. Green Ceylons will displace Japan Teas inside of five years, just as Ceylon Blacks have Congous. Write us for samples.—Nov. 3rd, 1899.

**"SALADA" TEA CO., TORONTO and MONTREAL.**



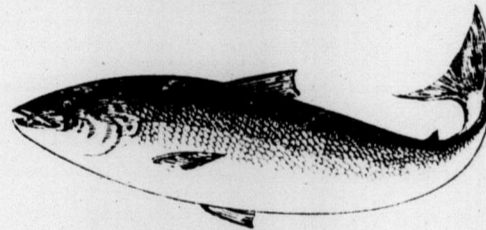
**"Horse Shoe"  
SALMON**

For 25 years the standard in Canada.  
Every can guaranteed.  
The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

**New Pack** is in the hands of the wholesale trade.

**SOCKEYE SALMON**



**"Sovereign" and "Lynx"  
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, Dec. 30, 1903.

### Groceries.

YOU can sum up the whole situation in two words—"stock taking," remarked a Front street wholesaler to "The Grocer" representative this week, and a visit to the other jobbers confirmed this statement. Travellers are off the road, and the whole staff in most houses are busy winding up the business of the year. What orders are being filled have been received by mail or wire. As stock has not yet been taken, the result of the year's business can not be definitely estimated, but there is a general agreement that the volume is ahead of last year and probably the profits as well. As to the future, there seems no discernable reason why the prevailing prosperity should not continue. Business men are going cautiously, and trade is generally conceded to be on a sound basis. The holiday dullness is found to permeate everywhere, and scarcely a change in prices is noticeable. Canned goods maintain their strong position. Coffees are firm with a rising tendency. Spices are normal locally, but cloves are up in London, and cloves, pepper and pimento are generally strong. Syrups and molasses are meeting a seasonable demand. Glucose is the largest seller. Rice and tapioca are featureless. Teas are firm with a strong demand for low-grade Indian and Ceylon on the spot with little such available. The brunt of the dried fruit trade is over, the feature being the strength of prunes. Sugar has developed a weakness owing to the unsettling effect of the holidays and cutting on the part of American refiners. As we go to press a decline of 5c. per cwt. is announced.

### CANNED GOODS.

There is no change of importance to quote in canned goods. The market is very strong in all lines, particularly in corn and tomatoes. We quote:

|                                |          |
|--------------------------------|----------|
| Apples, 3s.....                | 0 80     |
| " gallons .....                | 2 20     |
| Asparagus .....                | 3 50     |
| Beets, 2s.....                 | 0 90     |
| Beets, 3s.....                 | 1 00     |
| Blackberries, 2s.....          | 1 50     |
| Beans, 2s.....                 | 0 82 1/2 |
| Corn, 2s.....                  | 1 00     |
| Cherries, red, pitted, 2s..... | 2 20     |
| " white.....                   | 2 40     |
| Peas, 2s.....                  | 0 87 1/2 |
| Pears, 2s.....                 | 1 45     |
| " 3s.....                      | 1 90     |
| Pineapples, 1 1/2s.....        | 1 50     |
| " 2s.....                      | 1 80     |
| " 3s.....                      | 2 25     |
| Peaches, 2s.....               | 1 55     |
| " 3s.....                      | 2 45     |

|  |          |          |
|--|----------|----------|
| Plums, green gages, 2s.....                    | 1 10     | 1 40     |
| " Lombard.....                                 | 1 00     | 1 30     |
| " Damson, blue.....                            | 0 95     | 1 25     |
| Pumpkins, 3s.....                              | 0 95     | 1 25     |
| " gallon.....                                  | 2 50     | 3 50     |
| Rhubarb, 3s.....                               | 1 80     | 2 50     |
| Raspberries, 2s.....                           | 1 40     | 1 60     |
| Strawberries, 2s.....                          | 1 40     | 1 60     |
| Succotash, 2s.....                             | 1 00     | 1 00     |
| Tomatoes, 3s.....                              | 1 05     | 1 05     |
| Lobster, talls.....                            | 3 35     | 3 35     |
| " 1-lb. flats.....                             | 3 50     | 3 70     |
| " 1-lb. flats.....                             | 1 90     | 2 90     |
| Mackerel.....                                  | 1 00     | 1 25     |
| Salmon, sockeye, Fraser.....                   | 1 65     | 1 75     |
| " Northern.....                                | 1 65     | 1 75     |
| " Horseshoe.....                               | 1 65     | 1 75     |
| " Cohoes.....                                  | 1 15     | 1 15     |
| Chums.....                                     | 1 25     | 1 35     |
| Sardines, Albert, 1/2s.....                    | 0 15     | 0 15     |
| " 3/4s.....                                    | 0 23 1/2 | 0 23 1/2 |
| " Sportsman 1/2s.....                          | 0 14     | 0 14     |
| " 3/4s.....                                    | 0 23     | 0 23     |
| Portugese 1/2s.....                            | 0 08     | 0 10     |
| " P. & C., 1/2s.....                           | 0 25     | 0 27     |
| " P. & C., 3/4s.....                           | 0 35     | 0 38     |
| " Domestic, 1/2s.....                          | 0 03 1/2 | 0 04     |
| " 3/4s.....                                    | 0 09     | 0 11     |
| Mustard, 1/2 size, cases 50 tins, per 100..... | 8 00     | 9 00     |
| Haddies.....                                   | 1 00     | 1 00     |
| Kipperd herrings, domestic.....                | 1 00     | 1 00     |
| " imported.....                                | 1 45     | 1 55     |
| Herrings in tomato sauce, domestic.....        | 1 00     | 1 10     |
| " imported.....                                | 1 45     | 1 55     |

### COFFEES

The bulls are still dominant in the coffee market and the market is steadily rising. All indications are of a short crop, how short time alone will tell. The character of the men who are buying coffee is such as to confirm the view which expects higher prices. Locally there is little changing hands, as jobbers are pretty well stocked for immediate requirements. We quote:

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

### SUGAR.

The firmness noted in our last has not been maintained, and, instead of an advance in raws of 1-32c., we have this week to record a decline of 1-16c. from last spot sales. There was a sale on December 28 of 2,000 bags Cuba centrifugals, ex store, at 3 1/2c. duty paid, for basis 96 degrees, which, less the duty of 1.348c., shows a price, cost and freight New York, of, say, 2.15c. For import, Unites States refiners, after their recent heavy purchases, are indifferent buyers, though some sugars might be placed on basis of 2 1/2c. C. and F. The Reciprocity Treaty is now in operation, but it will take time for its full effect to be felt, and it is early yet to forecast the probabilities. For the immediate future, the outlook is weak. There are now 37 central factories grinding in Cuba against 18 last week, and as the supply is on the increase, there may be a disposition on holders' part, for a time at least, to

market their goods as fast as made in order to realize the proceeds. We may therefore expect some irregularity to the situation until the changed conditions are properly understood. For week ending December 23, receipts at U. S. Atlantic ports were only 19,293 tons, while meltings were increased to 30,000 tons, leaving stocks of 89,326 tons, or barely three weeks' supply. The reduction in stocks for the week is 10,707 tons, and, tons. Combined stocks in United States there is a deficiency of nearly 50,000 tons. Combined stocks in United States and Cuba are 213,326 tons, an excess of 26,066 tons compared with last year. Total stocks of Europe and America (including Cuba) at latest uneven dates up to December 24 were 3,333,326 tons, or 217,066 tons increase from same period last year. The bulk of the increase is apparent in the stocks of continental countries. European quotations for 88 per cent. test remain unchanged at 8s. 13d. f.o.b. Hamburg, for December-January shipment. Refined markets have been interfered with by the Christmas holidays, although in the United States there has been a fair demand for actual requirements. The situation has been somewhat unsettled with some refiners cutting .05c. to .10c. in special cases, and one New York refiner guaranteeing prices for 30 days. These, or other similar influences, have effected our local market, and, as we go to press, we have to record a decline of .05c. per 100 pounds throughout the list. Demand locally is almost nil, but as soon as stock-taking is over, there should be a very marked improvement in this respect. We revise quotations as follows:

|  |      |
|--|------|
| Paris lumps, in 50-lb. boxes.....                            | 4 68 |
| " in 100-lb. ".....  | 4 58 |
| St. Lawrence granulated.....                                 | 4 03 |
| Redpath's granulated.....                                    | 4 03 |
| Acadia granulated.....                                       | 3 93 |
| Berlin granulated.....                                       | 3 93 |
| Standard granulated (Wallaceburg).....                       | 3 93 |
| Crystal granulated (Wallaceburg), 1902.....                  | 3 93 |
| Imperial (Dresden).....                                      | 3 88 |
| Granulated (Dresden), 1902.....                              | 3 78 |
| Phoenix.....   | 3 93 |
| Bright coffee.....   | 3 78 |
| Bright yellow.....   | 3 73 |
| No. 3 yellow.....  | 3 68 |
| No. 2 ".....   | 3 48 |
| No. 1 ".....   | 3 38 |
| No. 1 " (Wallaceburg).....                                   | 3 38 |
| No. 1 " (Berlin).....  | 3 38 |
| Granulated and yellow, 100-lb. bags, 5c. less than bbls..... | 3 38 |

### SPICES.

There is in the New York market large spot buying of pepper, embracing about all the lots that have been pressing for sale. Spot supplies of Singapore are now extremely small, with practically none to arrive. Cloves have advanced 1/4c. in London, and are much firmer

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

# Madam Huot's Coffee

## The Gem.

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

Here you will find not only quantity, but above all quality, and most advantageous prices.

### I HAVE TO OFFER YOU

- 2,515 Half-Chests Japan Tea, natural or colored leaf, all prices and quality, from 16½ to 42½c.
- 613 Half-Chests Japan Dust, Siftings and Fannings, from 6 to 11½c.
- 386 Chests and Half-Chests Ceylon and Indian Green Teas, fancy finished or natural leaf, from 15½ to 20c.
- 26 Packages Formosa Oolong and Scented Orange Pekoe, choicest quality, at 40c.
- 1,532 Packages Gunpowder Teas—Moyune and Ping Suey, Pin-head, Pea-leaf and Imperial, all prices, from 13½ to 45c.
- 470 Packages Yg. Hyson Tea, Moyune and Ping Suey, of all sorts, from 13½ to 40c.
- 425 Half-Chests China Congou Black Tea—Ning Chow, Souchong, Pecco Congou, Packlum, and Kaisow, from 10¼ to 30c.
- 591 Packages Indian and Ceylon Black Teas, from the best gardens of those countries, and all selected with the greatest care for their high liquoring qualities.
- 7,133

425 Half-Chests China Congou Black Tea—Ning Chow, Souchong, Pecco

Congou, Packlum, and Kaisow, from 10¼ to 30c.

591 Packages Indian and Ceylon Black Teas, from the best gardens of those countries, and all selected with the greatest care for their high liquoring qualities.

7,133

**Grand Total, 7,133**

**COMING INTO STOCK Ex Str. "Empress of India":**

|   |       |
|---|-------|
| 100 Half-Chests Japan Tea, extra value, at . . . . .  | 16½c. |
| 94 Catties Pea-leaf Gunpowder, extra choice leaf and liquor, at . . . . .                                   | 26½c. |
| 53 Catties Pea-leaf Gunpowder, good leaf, well rolled, at . . . . .   | 22½c. |
| 250 Catties Packling Congou Black Tea, a bargain, at . . . . .  | 12½c. |
| 100 Bundles, 8 x 5 in. boxes each, every box matted separately, Blue Jay<br>Japan Tea, exceptional value at | 23½c. |

**ASK FOR SAMPLES. IT PAYS.**

*Specialty of high-class goods in TEAS, COFFEES, SPICES and VINEGARS.*

**E. D. MARCEAU**

281-285 ST. PAUL STREET

**MONTREAL**

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

**"D.M.E."**  
Baking Powder, Vinegar,  
Spices, Coffee.

THE CANADIAN GROCER



Country Produce.

EGGS.

The egg situation is growing more and more serious. Stocks are very light and the demand keeps strong even at the high prices ruling. Pickled are almost all sold. An offer of 21c. for a carload was refused on Tuesday. Strictly new laid are almost unobtainable. Higher prices for selected and cold storage are expected. There has, however, been no change in prices up to time of writing. We quote:

|                                  |      |      |
|----------------------------------|------|------|
| Eggs, strictly new laid, per doz | 0 30 | 0 35 |
| selected, per doz                | 0 26 | 0 27 |
| cold storage per doz             | 0 22 | 0 23 |
| pickled, per doz                 | 0 21 | 0 22 |

WHITE BEANS.

The bean market has been very dull during the holidays, but demand is expected to pick up with the opening of the new year. We quote:

|                        |           |
|------------------------|-----------|
| Beans, mixed, per bush | 1 25      |
| prime                  | 1 50 1 60 |
| handpicked, per bu h   | 1 75 1 80 |

HONEY.

The situation remains unchanged. A good seasonable demand is met at current prices, and, as stocks are full, no serious price fluctuations are at all likely before the opening of Spring. We quote:

|                                 |      |      |
|---------------------------------|------|------|
| Honey, extracted clover, per lb | 0 07 | 0 08 |
| sections, per doz               | 1 50 | 1 75 |

DRIED APPLES.

There is practically nothing doing in this line at present. Dealers report no inquiry. We quote:

|                       |      |       |
|-----------------------|------|-------|
| Apples, dried, per lb | 0 03 | 0 04  |
| evaporated            | 0 06 | 0 06½ |

POULTRY.

The soft weather just before Christmas and the rush of stock held back rather demoralized the market for poultry, and lower values all round ruled the earlier part of the week for dressed. Better prices are expected in latter part of week. We quote:

|                           |      |      |
|---------------------------|------|------|
| Chickens, live per lb     | 0 07 | 0 08 |
| Old hens                  | 0 05 | 0 05 |
| Ducks                     | 0 08 | 0 09 |
| Turkeys                   | 0 11 | 0 12 |
| Chickens, dressed, per lb | 0 09 | 0 11 |
| Old hens                  | 0 06 | 0 07 |
| Turkeys                   | 0 13 | 0 14 |
| Geese                     | 0 09 | 0 10 |
| Ducks                     | 0 09 | 0 11 |

Fish.

The fish men report a good active demand, especially for oysters. Supplies are quite fair. Perch are slightly stronger and finnan haddies somewhat easier. We quote:

|  |       |
|--|-------|
| Whitfish, frozen, per lb                 | 0 09  |
| Trout, frozen, per lb                    | 0 09  |
| Herrings, fresh, per lb                  | 0 07  |
| British-Columbian salmon, frozen, per lb | 0 12  |
| Halibut, frozen, per lb                  | 0 12  |
| Perch, per lb                            | 0 06  |
| Mackerel, frozen, per lb                 | 0 10  |
| Haddock, per lb                          | 0 06  |
| Cod, per lb                              | 0 08  |
| Tullibees, per lb                        | 0 06  |
| Gold eyes                                | 0 04½ |
| Finan haddies, per lb                    | 0 08  |
| Bloaters, per box                        | 1 25  |
| Oysters, standard, per small pail        | 4 05  |
| selects                                  | 4 80  |
| Fresh-water herring, frozen, per lb      | 0 04½ |

Green Fruits.

The market this week has been a little quiet after the Christmas rush, but; under

the circumstances, is satisfactory. The season's trade has been very large indeed and away ahead of last year. Oranges are the chief sellers. Californias, for the better qualities, are a little green this season. Mexicans are selling best for the cheaper grades. Jamaicas are out of the market, as are also California grapes and holly. Mexican oranges are cheaper and bananas dearer. Pines are dear and hard to obtain. We quote:

|                                       |       |      |
|---------------------------------------|-------|------|
| Florida oranges, per bbl              | 2 00  | 3 25 |
| Florida tangerines, in streps         | 7 50  |      |
| in 1-streps                           | 4 00  |      |
| Japan per bundle (2 boxes)            | 1 25  |      |
| California navels, per box            | 3 00  | 3 75 |
| Mexican oranges                       | 2 25  |      |
| Messina lemons, new, per box          | 2 75  | 3 00 |
| Valencia oranges, 714 case            | 5 00  |      |
| 420 case                              | 5 00  |      |
| Florida grape fruit, per box          | 5 25  | 5 50 |
| Florida pineapples, per crate         | 4 00  | 4 50 |
| Bananas, large bunches                | 1 75  | 2 70 |
| small bunches                         | 1 25  | 1 50 |
| Apples, per bbl                       | 2 00  | 2 50 |
| Almeria grapes, per keg               | 5 50  | 6 50 |
| Florida tomatoes, per crate           | 4 50  |      |
| Tomatoes, green house, per lb         | 0 40  |      |
| Cranberries, Jersey, per bbl          | 9 25  |      |
| Budd's longkeepers, Cape Cod, per bbl | 10 50 |      |
| Limes, per case                       | 1 25  |      |

Vegetables.

A better demand for vegetables has been met the last ten days. Celery, cabbage and potatoes have been mostly called for. The latter still keep scarce and high, as also are onions. We quote:

|                                |      |      |
|--------------------------------|------|------|
| Cabbage, per doz               | 0 40 | 0 75 |
| red, per doz                   | 0 40 | 0 75 |
| Potatoes, per bag              | 0 90 | 1 00 |
| Potatoes, per bag, car lots    | 0 75 | 0 80 |
| Sweet potatoes, per bbl        | 5 00 |      |
| Onions, per basket             | 0 40 |      |
| Onions, per bag                | 1 35 | 1 50 |
| Spanish onions, per crate      | 1 00 |      |
| Spanish onions, large cases    | 2 50 |      |
| Bunch lettuce, per doz bunches | 0 30 | 0 46 |
| Radishes, per doz bunches      | 0 50 |      |
| Brussels sprouts, per bush     | 1 00 |      |
| Mushrooms, per lb              | 0 60 | 0 75 |
| Mint, per doz bunches          | 0 20 |      |
| Parsley                        | 0 20 |      |
| Sage, per doz                  | 0 10 |      |
| Savoury, per doz               | 0 10 |      |
| Beets, per bush                | 0 40 |      |
| Carrots, per bag               | 0 50 | 0 60 |
| Parsnips, per bag              | 0 50 | 0 60 |
| Artichokes, per bush           | 0 75 |      |
| Vegetable marrows, per doz     | 0 40 | 0 75 |
| Butter squash, per doz         | 0 75 | 1 25 |
| Hubbard squash, per doz        | 0 75 | 1 50 |
| Pumpkins, per doz              | 0 75 | 1 25 |
| Yellow turnips, per bag        | 0 35 |      |
| White turnips, per bag         | 0 50 |      |
| Oyster plants, per doz         | 0 20 | 0 30 |
| Leeks, per doz                 | 0 20 | 0 30 |
| Celery, per doz                | 0 25 | 0 60 |
| California celery, large case  | 5 00 |      |
| small case                     | 2 75 |      |

Seeds.

The market is featureless, suffering from the prevailing holiday dullness. Prices are unchanged as below for ordinary qualities, best samples are higher. We quote:

|                      |      |      |
|----------------------|------|------|
| Red clover, per bush | 5 25 | 6 00 |
| Alsike               | 4 50 | 5 75 |
| Timothy, per "       | 1 10 | 1 35 |

Grain, Flour and Breakfast Foods.

GRAIN.

Manitoba and Ontario wheat and oats are higher and more scarce this week. Manitoba wheat, Northern No. 1 is 1c. and No. 2 1c. firmer respectively. Red wheat is 1c. firmer, white wheat ½c. firmer. Oats are 1c. firmer. Our quotations are:

|   |       |       |
|---|-------|-------|
| Manitoba wheat, No. 1 hard, per bush, Toronto | 0 93  | 0 93½ |
| Northern No. 1 "                              | 0 89  | 0 89½ |
| Manitoba wheat, No. 2 "                       | 0 87  | 0 87½ |
| Red, per bushel, on track Toronto             | 0 80½ | 0 81  |
| White "                                       | 0 81  | 0 81½ |
| Barley "                                      | 0 44  | 0 48  |
| Oats "  | 0 31½ | 0 32  |
| Peas "  | 0 65  | 0 66  |
| Buckwheat "                                   | 0 47  |       |
| Eye, per bushel, "                            | 0 56  | 0 57  |

FLOUR.

The flour market continues steady with demand brisk. Our quotations are:

|                          |      |      |
|--------------------------|------|------|
| Ontario patents, per bbl | 3 80 | 4 05 |
| Hungarian patents "      | 4 30 | 4 50 |
| Manitoba bakers "        | 4 00 | 4 15 |
| Straight roller, "       | 3 50 | 3 60 |

BREAKFAST FOODS.

Breakfast foods are quiet this week. Last week's prices continue unchanged. The prospects are for brisk markets beginning early in January. We quote:

|  |      |
|--|------|
| Oatmeal, standard and granulated, carlots, on track, per bbl | 4 25 |
| Rolled oats, standard, carlots, per bbl, in bags             | 3 50 |
| " " " " " in wood  | 3 90 |
| " " " " " for broken lots                                    | 4 00 |
| Rolled wheat, per 100-lb. bbl                                | 2 50 |
| Cornmeal   | 4 00 |
| Split peas   | 4 75 |
| Pot barley in bags   | 4 00 |
| " " " " in wood  | 4 25 |
| Swiss food, per case   | 2 88 |
| Aunt Sally's Pancake Flour, per case                         | 2 00 |

Hides, Skins and Wool.

Very little change is noticeable in the market this week. Dealers report a moderate demand with prices ruling at last week's quotations. We quote:

HIDES.

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

CALFSKINS.

|  |      |
|--|------|
| Veal skins, No. 1, 6 to 14 lb. inclusive | 0 09 |
| " " " 15 to 20 lb. "                     | 0 07 |
| " " " 21 to 25 lb. "                     | 0 08 |
| " " " 26 to 30 lb. "                     | 0 06 |
| Deacons (dairies), each                  | 0 60 |
| Lamb and sheep skins                     | 0 85 |

WOOL.

|                             |       |       |
|-----------------------------|-------|-------|
| Unwashed wool, per lb       | 0 09  | 0 16  |
| Fleece wool                 | 0 16  | 0 17½ |
| Pulled wools, super, per lb | 0 17  | 0 19  |
| extra "                     | 0 20  | 0 21  |
| Tallow, per lb              | 0 04½ | 0 04  |

QUEBEC MARKETS.

Montreal, Dec. 30th, 1903.

Groceries.

BUSINESS during the week is reported by jobbers as practically over for the year. Travellers are generally in for their annual visit, going over their affairs and prospects for future trade with their principals. Business from outside points is done by letter and wire and orders are coming in in a comparatively satisfactory manner. The information received this week by your representative is very meagre. "Nothing to say," is the general report. Sugars are quiet, though reports from New York indicate a fair amount of business activity. Monday's report from Willott & Gray giving a decline of 1-16, also that some refiners were cutting prices 10c. per 100 lb. Teas are quiet and little business turned over. Syrups and molasses are unchanged in prices. Coffees and spices continue firm. Canned goods trade is quiet, no changes to report. Foreign dried fruits are without noticeable features business being small. Dates at the very low prices prevailing, have sold well. In green

fruits business is quiet. New California oranges are in and receiving close attention. Rice and tapioca are dull. Fish are also very quiet, the business during the week being reported poor. Eggs are now at famine prices a further advance being noted this week. There are not more than two weeks' supplies in sight. The bean market is steady at figures quoted last week. There is little activity in maple products now that the Christmas trade is over. Business in evaporated apples is not very brisk. The market for rolled oats is very strong at present and an early advance is predicted. Pot and pearl barley are now freely obtainable. Your representative takes pleasure in wishing all his numerous friends in the trade who have so kindly kept him in touch with the market, a very prosperous New Year.

SUGAR

The sugar business is reported very quiet. What little business there is going is for small lots as jobbers are not taking much into store on account of stock taking time this week. New York reports at hand to-day state prices declined 1-16, raws quiet, buyers holding off. Refined sugars unsettled, some refiners cutting prices 10c. We quote:

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

SYRUPS AND MOLASSES.

Business during the past week has been very quiet in both syrups and molasses. As regards the complaint of the arrival of New Orleans mixed molasses and the action of the Government in issuing a special circular covering such goods, it may be said that the trade generally are interested. The report that some of this mixed molasses had its origin down East has been denied by the merchants and importers in the Maritime Provinces and they say there is nothing in that statement. Such molasses as has been shipped from eastern ports has always been received and passed without complaint. It is also stated that as no complaints are made from outside points in Quebec about mixed molasses it would appear that the mixing must be done locally.

It has been admitted that there has been more or less old molasses hanging around Montreal for the last two or three years, and this has been offered by the holder very cheap, not only to jobbers in this city but also in other towns and cities in Quebec. The new ruling of the department will undoubtedly discourage the importation of mixed molasses from United States points, as the new change calls for a deposit of 3-4c. per lb. or 10 1-2c. per gallon, on molasses coming from United States until testings are made at Ottawa. These restrictions will practically make it impossible for mixed goods to be sold here even in the face of the high price ruling on genuine Barbadoes. We quote:

|                                    |           |
|------------------------------------|-----------|
| Barbadoes, in puncheons, old.      | 0 39      |
| new.                               | 0 42 0 43 |
| in barrels                         | 0 42 0 44 |
| in half-barrels                    | 0 43 0 45 |
| New Orleans                        | 0 22 0 35 |
| Antigua                            | 0 37      |
| Porto Rico                         | 0 45 0 48 |
| Corn syrups, bbls.                 | 0 02 1/2  |
| 1-bbls.                            | 0 02 1/2  |
| 1/2-bbls.                          | 0 03      |
| 38 1/2-lb. pails.                  | 1 30      |
| 25-lb. pails.                      | 0 90      |
| Bbls., per 100 lb.                 | 2 75      |
| 1/2-bbls.                          | 2 75      |
| Kegs                               | 3 00      |
| Cases, 2-lb. tins, 2 doz. per case | 1 90      |
| 5-lb. " 1 doz.                     | 2 35      |
| 10-lb. " 1/2 doz.                  | 2 25      |
| 20-lb. " 1 doz.                    | 2 10      |

TEAS.

The situation this week owing to the holidays is very quiet, in fact it may be said that there is practically no business doing. No changes are reported by brokers. It was learned that a little trading had been done in Japans but nothing of any account. We quote:

|                            |               |
|----------------------------|---------------|
| Good to medium Japans.     | 0 17 1/2 0 20 |
| Fine to choice Japans.     | 0 23 0 26     |
| Ceylon greens.             | 0 14 1/2 0 18 |
| Indian greens.             | 0 16 0 19     |
| Japan style China congoes. | 0 08 0 10     |
| Pealeaf Gunpowder.         | 0 21 1/2 0 23 |
| Common "                   | 0 12 1/2 0 15 |
| Ceylon blacks.             | 0 14 0 18     |
| Indian "                   | 0 11 1/2 0 20 |

COFFEE.

The coffee market shows slight fluctuations in New York, about five points lower, though this will not effect the firm prices ruling to-day. The market continues strong both in New York and abroad and there is nothing to indicate, judging by the statistical position, that prices will not be higher. Locally very little is doing. We quote:

|                 |                   |
|-----------------|-------------------|
| Good cucutas    | 0 09 0 09 1/2     |
| Choice          | 0 11 1/2 0 12 1/2 |
| Jamaica coffee. | 0 08 0 10 1/2     |
| Java.           | 0 17 1/2 0 22     |

SPICES.

The spice market is holding up firmly though no special features are noticeable. All grades continue strong. We quote:

|  |           |
|--|-----------|
| Nutmegs, per lb., as to size               | 0 40 0 60 |
| Penang mace, per lb., as to quality.       | 0 70 1 00 |
| Pimento, ground.                           | 0 18 0 20 |
| Cloves                                     | 0 20 0 25 |
| Pepper, ground, black (according to grade) | 0 18 0 24 |
| white                                      | 0 27 0 29 |

|                |         |           |
|----------------|---------|-----------|
| Ginger, whole  | Cochin  | 0 17 0 19 |
| "              | Japan   | 0 13 0 14 |
| "              | Jamaica | 0 12 0 18 |
| "              | African | 0 12 0 13 |
| Ginger, ground | Japan   | 0 15      |
| "              | Cochin  | 0 19 0 20 |
| "              | Jamaica | 0 18 0 20 |
| "              | African | 0 13 0 14 |
| Cassin         |         | 0 0 0 16  |

RICE AND TAPIOCA.

Both rice and tapioca show no change this week and very little business doing. The firm tone in Tapioca has not in any way affected sales, very little trading being done at this time of the year, as a rule in this line. We quote:

|  |          |
|--|----------|
| B rice, in bags                                  | 3 40     |
| 1-bags   | 3 40     |
| 1/2-bags   | 3 50     |
| pockets  | 3 50     |
| In 10-lb bag lots an allowance of 10c. is made.  |          |
| CC rice, in bags                                 | 3 30     |
| 1-bags   | 3 30     |
| 1/2-bags   | 3 40     |
| pockets  | 3 40     |
| Imported Patna rice, in bags                     | 4 62 1/2 |
| in 1/2-bags                                      | 4 75     |
| in 1-bags  | 4 87 1/2 |
| In the open territory prices are about 10c. less |          |

"MOUNT ROYAL" FANCY RICES.

|                       |          |               |          |
|-----------------------|----------|---------------|----------|
| Mandarin Patna        | 4 25     | Japan Glace   | 4 50     |
| Imp. Glace Patna      | 4 50     | Crystal Japan | 4 75     |
| Polished Patna        |          |               | 3 87 1/2 |
| Indian Bright         |          |               | 3 60     |
| Java Caroline         |          |               | 3 50     |
| Lustre                |          |               | 3 75     |
| Snow Japan            |          |               | 4 87 1/2 |
| Japan Ice Drips       |          |               | 5 25     |
| Tapioca, medium pearl | 0 02 1/2 |               | 0 03     |
| seed pearl            | 0 03     |               | 0 03 1/2 |
| flake                 |          |               | 4 00     |
| Imported Italian      |          |               | 0 09     |
| Fancy Head Carolina   |          |               | 0 10     |

CANNED GOODS.

There is nothing of interest to note. Business is very quiet. That Canadian packers are putting up their goods in better style than formerly is clearly evident. Your correspondent this morning saw in a leading wholesale grocer's sample room, Canadian haricot beans and Petit Pois, which, for quality were admitted by a gentleman, who had a thorough knowledge of the finest French goods, to be equal to any of the foreign pack. The goods were certainly of the highest quality and reflect great credit on the packer. A sale was made this week by a jobber of 1,550 cases Canadian salmon for English account, at a very good figure. We quote:

|                            |               |
|----------------------------|---------------|
| Tomatoes                   | 1 05          |
| Corn                       | 1 00          |
| Peas                       | 0 87 1/2 1 40 |
| String beans               | 0 82 1/2 0 85 |
| Strawberries, preserved    | 1 40 1 60     |
| Succotash                  | 1 00          |
| Blueberries                | 1 10          |
| Raspberries                | 1 40          |
| Lawtenberries, 2s.         | 1 50          |
| Raspberries, black         | 1 35          |
| Gooseberries               | 1 55          |
| Pears, 2s                  | 1 45 1 60     |
| 3s                         | 2 10          |
| Peaches, 2s                | 1 55 1 67 1/2 |
| 3s                         | 2 40 2 60     |
| Plums, Lombard 2s.         | 1 30          |
| Green Gage, 2s             | 1 40          |
| Cherries, red pitted, 2s.  | 2 20          |
| Baked beans, 3s.           | 0 90          |
| 3-lb. apples               | 0 90          |
| Gallon apples              | 2 20          |
| 2-lb sliced pineapples     | 2 00          |
| Grated pineapples          | 2 40          |
| Singapore whole pineapples | 2 40          |
| Pumpkins, per doz.         | 0 95          |
| Spinach                    | 1 00          |
| Sugar beets                | 0 90 1 40     |
| Salmon, pink               | 0 90 1 00     |
| spring                     | 1 40          |
| Rivers Inlet red sockeye   | 1 50          |
| Fraser River red sockeye   | 1 50 1 70     |
| Lobsters, talls.           | 3 45          |
| 1-lb. flats                | 4 00          |
| 1/2-lb. flats              | 2 25          |
| Canadian Sardines, 1s.     | 3 65 4 00     |



1842

**BEGIN TO WORK AT ONCE.**

1904

**TIME IS MONEY.**

We ask a little of your time to consider the Best values we are offering you in Teas just now, and you will make money.

**NOW IN STORE—1000** Half-Chests Famous "Owl Chop" Japan Teas.  
(1903 crop) No. 100, No. 200, No. 50.

The Best Teas in the market for the money. Will compare favorably with other teas at higher prices.

**ARRIVE IN JANUARY—600** Half-Chests Ceylon Green Tea. 50 lb. boxes.

This line was well bought and we want our customers to share in the profits.

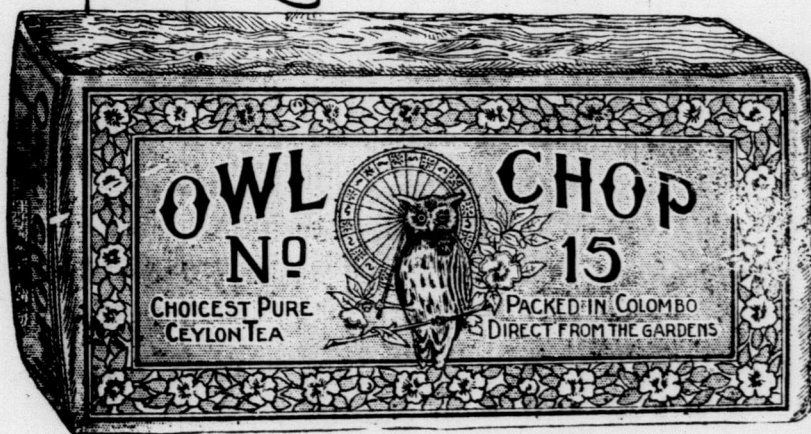
Be convinced of those facts by communicating with us at once.

Always pleased to send samples and prices.

RETURNED

MAR 31 1904  
R. Cut Book 17

DIRECT FROM THE GARDENS. "OWL" BLACK CEYLON TEAS.



(30 and 60-lb. Boxes).  
Freight paid in 5-box lots.

|                 |          |
|-----------------|----------|
| No. 5, Red,     | 20c. lb. |
| No. 10, Green,  | 28c. lb. |
| No. 15, Silver, | 35c. lb. |
| No. 20, Buff,   | 38c. lb. |
| No. 30, Gold,   | 47c. lb. |

Finest Quality Selected Garden.

**GOLDEN TIP.  
RED LABEL.**

50 x ½ s.  
10 x 1s.  
40-lb. Cases.

Choicest Pick of Gardens.

**FLOWERY PEKOE.  
GREEN LABEL.**

50 x ½ s.  
10 x 1s.  
40-lb. Cases.

Freight paid in 5-box lots.

FULL ASSORTMENT OF OTHER TEAS AT DEFYING PRICES  
WITH BEST QUALITY CUP STYLE.

TRY US.

TRY US.

**Quickest Shippers.**



RETURNED  
MAR 31 1904  
R. Cut Book 17  
Page 47  
C.W.

**L. Chaput, Fils & Cie., Wholesale Grocers, MONTREAL**

Importers of TEAS, COFFEES, WINES and LIQUORS. Sole Agents for 'Dubonnet' Tonic Wine.

ESTABLISHED IN 1842.

# VAN HOUTEN'S Pure Soluble COCOA

**Cheapest in use. Best and Goes Farthest.**

Grocers who value their reputation with their customers never miss an opportunity of commending the **best** goods in each line. Van Houten's Cocoa is the **best** in the **Cocoa** line.

Wholesale agents for the Dominion of Canada.

**J. L. WATT & SCOTT, - - TORONTO**  
**WATT, SCOTT & GOODACRE, - - MONTREAL**

### Baled Hay.

There is very little activity at present. Export trade is at a standstill. Farmers are holding out for better prices. We quote:

|                          |       |       |
|--------------------------|-------|-------|
| No. 1 timothy            | 10 00 | 11 00 |
| No. 2 timothy, choice    | 9 00  | 9 50  |
| No. 2 timothy, ordinary  | 8 50  | 8 75  |
| Clover, and clover mixed | 7 00  | 8 00  |

### Ashes.

There are very few offerings at present. Prices as quoted are unchanged.

|                     |      |      |
|---------------------|------|------|
| First pots, per cwt | 5 95 | 6 00 |
| Seconds             |      | 5 55 |
| Pearls, per 100 lb. | 7 00 | 7 25 |

### Hides.

Beef hides have dropped another half cent. Receipts from country points are large. We quote:

|                  |      |       |
|------------------|------|-------|
| No. 1 beef hides | 0 68 | 0 68½ |
| No. 2 "          | 0 07 | 0 07½ |
| No. 3 "          | 0 06 | 0 06½ |
| Lambskins        |      | 0 75  |
| No. 1 calfskins  |      | 0 10  |
| No. 2 "          |      | 0 08  |

### SALADA MEN IN TORONTO.

A number of the branch managers of The "Salada" Tea Co. have been in Toronto during the past week, and paid a visit to headquarters. Mr. J. A. Elmsley, manager of the Chicago branch; E. W. Gilbert, of the Pittsburg branch; Chas. Sutherland, of the Detroit branch; A. J. Spiller, of the Buffalo branch; Mr. Mosgrove, of Toledo, and J. J. Hedges, of Wisconsin, were among those present. Mr. James A. McGuane, of the New York branch; Mr. Weaver, of St. Paul, Minn., and some others, were unable to come through press of business.

### A TRADE PROSPECT.

This is how the contributor to one of the magazines tells of the way in which a little girl revealed the outlook for trade to the country storekeeper:

"From one of the smaller cottages at the end of the street came a barefooted child in a colorless calico dress and slat sunbonnet. With the important air of a heavy buyer she entered the village

store and handed across the counter a blue teacup. The proprietor took the teacup and said in brisk tones:

"Well, Emmy, what does you ma want to-day?"

"Please, sir, ma wants an egg's worth of molasses," and she carefully placed a large white egg on the counter.

"The storekeeper poured out a little molasses into the cup from a stone jug and set the cup before his customer.

"Mr. Smith," she said, as she took her purchase, "I'll be back in a little while for some ginger. Ma said to tell you the black hen was on."

### WHAT TO EAT IN COLD WEATHER.

ALL food contains nitrogen, the substance which supplies muscle, flesh or strength, says Food and Drink. Carbon, another element contained in food, gives warmth. The colder the weather, the more carbon is required. Alcohol is almost wholly carbon, and, hence, produces heat, but it does not add a particle of flesh, nor strength. A person feels stronger after taking a drink of spirits, but it is not real strength. It is only strength preternaturally drawn in advance, the nervous system having been stimulated to make that draught, by the influence which the alcohol had on it.

The following substances have a large percentage of carbon, and also a good percentage of nitrogen, so that they furnish warmth in cold weather, and also make muscle:

|           | Carbon. | Nitrogen. |
|-----------|---------|-----------|
| Potatoes, | 11      | 0.36      |
| Milk,     | 10      | 0.03      |
| Butter,   | 65      | 0.00      |
| Lard,     | 80      | 0.00      |
| Soup,     | 75      | 0.75      |
| Wheat,    | 39      | 2.00      |
| Rye,      | 38      | 1.00      |

Good for Both Heat and Strength.

|                                | Carbon. | Nitrogen. |
|--------------------------------|---------|-----------|
| Beans,                         | 88      | 38        |
| Boast Beef,                    | 58      | 15        |
| Veal,                          | 52      | 14        |
| Better for Strength Than Heat. |         |           |
| Lean Meat,                     | 13      | 15        |

It will be seen that the best food, at this season, is roast beef, or beans, as both furnish heat and muscle. While potatoes, butter, lard, soup, etc., give warmth, they, like alcohol, furnish little or no strength. Even bread contains but little nourishment.

### NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer":

St. John, N.B., Dec. 28, 1903.

CHRISTMAS has come and gone. There was a large business done, though somewhat interfered with by the total lack of snow. There was the usual rush at the retail stores during the last few days. With some it seems impossible to get things early. They leave their buying till the stores are so full of people that it is very difficult to get served, and then they find in place of getting what they want that they have to be satisfied with what others have left. Even those who try to be early find that every day will bring to light some need which has been overlooked. One feature this year which touched more homes than any other was the high price of poultry, so much in demand at this season, particularly the high price of turkeys, which toward the last sold freely at 25c., and those wanting large numbers found it very difficult to get them at all. In general markets the advance in cream of tartar, rather unusual at this season, is a feature; also the continued advance in cloves. Rice continues firm with an occasional chance to pick up a little lot at rather lower figures.

### Oil.

In burning oil the market continues very firm. The outlook for linseeds is for low prices, with buyers backward.

Turpet to hav have wharf change scarce.

Ther regula A fair change light.

Inqu but no still Americ fit fai line. There a fair sardin ward rather Stocks clams

The Christ large being fered season some the sa Lemon Apples since They this s

The sa nuts, quality stocke anxjou ket wi adian it alt thing ever s Associ satisfi and a rather

Ther ket is the ne has b low. bright to get grades

Decet Rico There the ne two n New O

Very Christi of fre Smoke pickled at lea deman

Littl been

Turpentine is high. Lubricatings begin to have more attention. A new company have opened a warehouse on the south wharf and The Sun Oil Co. have made a change of managers. Fish oil is very scarce.

**Salt.**

There is nothing new. There are the regular receipts of Liverpool coarse salt. A fair stock is held and prices are unchanged. In fine salt the demand is light.

**Canned Goods.**

Inquiry is met for American tomatoes, but none are yet here; in fact, some are still selling Canadian below cost of American, though they are losing a profit fairly theirs. Corn is the next firm line. Salmon is quite a good stock. There has been a good trade. There is a fair stock of blueberries. In domestic sardines a rather better run of fish toward the close of the season caused a rather better output than was expected. Stocks held are not large. Haddies and clams are both short.

**Green Fruit.**

The demand is rather light now that Christmas is over. There was a very large sale of Jamaica oranges, the price being low and quality good. This interfered with Valencias, which, at this season are just fair quality. There was some call for Floridas for fancy fruit, the sale of Californias being very light. Lemons are low. Cranberries are high. Apples sell freely. It is many seasons since such Bishop Pippins were seen. They are the finest apples we have at this season.

**Dried Fruit.**

The sale has been large, particularly in nuts, which have been low and of good quality. Market is perhaps rather overstocked in raisins. Dealers are somewhat anxious to know how the California market will turn. They largely lost the Canadian market this season and will lose it altogether if they do not do something to regain it. For years, in fact, ever since there has been a California Association, this has been a most unsatisfactory line. Prunes are quite low and apricots very high. Dates arrived rather late.

**Sugar.**

There has been a good sale. The market is rather dull. One advantage since the new arrangement with the refineries has been the lessening of grades of yellow. Still, for those who want the very bright or the dark, they find it difficult to get suited, there being really but two grades offered.

**Molasses.**

December is a quiet month. Porto Rico is about all that is held here. There is always a good sale right after the new year, at least during the first two months. Prices are held very firm. New Orleans shows quite an advance.

**Fish.**

Very little doing. It is not a popular Christmas line. There is a fair supply of fresh fish, though limited variety. Smoked herring hold at high prices. In pickled, stocks are light. Dry fish are at least no higher. In smoked haddies demand is quite well met.

**Flour, Feed and Meal.**

Little of interest. Some millers have been inclined to cut Ontario grades.

The time to sell **Clark's Meats**  
is **ALL THE TIME**  
**60 VARIETIES**

Something to suit all seasons.



**Now is the Time for Mince Meat**

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

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

Ask your wholesale grocer for it or see our travellers.

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

**EPPS'S**

GRATEFUL.  
COMFORTING.

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

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

THE MOST  
NUTRITIOUS.

**COCOA**

Manitobas are unchanged. Oatmeal has a fair sale at even figures. Cornmeal is unchanged. Beans are in light stock, with prices firm. Full prices are asked for barley and peas. Feed is quite freely offered.

**NOTES.**

A. L. Goodwin is carrying a large stock of peanuts. This is a line which has shown quite a continued advance during the last few weeks.

**BRITISH COLUMBIA MARKETS.**

Vancouver, B.C., Dec. 24.

THE Christmas trade is about over, but the indications are that it has been very satisfactory in its proportions. Judging from appearances there has never been a better holiday season's trade in the Province. In Vancouver the retail merchants have been doing a rushing business all week, and for the past three or four weeks the wholesale trade has been busy with out of town orders. The reports from New Westminster, Nanaimo and from Vie-

teria are also of very satisfactory Christmas trade.

The most interesting feature of the markets has been the poultry supply. Nearly all this stock is imported from the east. The supplies of turkeys which were received from Washington early in the season, for Thanksgiving were very limited and sold at much higher figures than have prevailed so far on the Christmas stocks. The first small shipments of eastern goods that came forward, and most of which went north to White Horse and Dawson sold high too. The Christmas supplies for the local market all came forward in good time, and so far as reported, in good condition.

The last cars to arrive came to hand on Sunday night and were ready for distribution on Monday. That gave plenty of opportunity to send them to outlying points where there was demand. While prices have not been quite as high as seemed likely three or four weeks ago there was no oversupply. The retail prices were not quoted much

higher than 20 to 23c. for turkeys in most instances, with an occasional exception for choice selections.

The quality of the birds sent forward has been very good, and there has been but one little difficulty. The practice is growing in the east to ship in cold storage, birds which have been frozen with the feathers on. This suits the Old Country market all right, possibly, but here the trade has not been accustomed to it, and in most instances does not want it. A few cases of birds with the feathers on were received in some of the car lots which arrived here. It was found that these did not take the popular fancy and in some instances the dealers refused to take them, when dressed stock was substituted. This possibly arose through an oversight, and is not taken as a very serious error.

That there has been good reason for anticipating that the prices quoted on poultry earlier in the season would be advanced, is shown by the fact that several merchants did not receive all the goods they ordered, and were consequently not able to fill orders they had taken. Though it may have caused some little inconvenience, it is a much better condition of affairs, than in some past seasons when stock has been carried over in cold storage and late in the season, sold at almost any figure.

A gentleman in the wholesale trade who returned from the east a few days ago was much surprised to hear of the prices at which Christmas poultry was being sold. He said that on the open produce markets in Toronto and Hamilton, he had seen the farmers getting as good figures right from their sleighs, as were being realized here.

The steamer Danube, which has just sailed north for Skagway with mails and passengers for White Horse and Dawson, had quite a large quantity of fresh meat, beef, mutton and pork, for White Horse. A small portion of this may find its way down river to Dawson, but most of it is used in White Horse and at the different road houses on the Winter trail, which are served from there.

The steamers north from here, which make fortnightly trips in the Winter months take considerable quantities of fresh meat every time. The Danube this time took out a shipment of feed grain, and some small lots of groceries and other goods for White Horse.

Latest advices from White Horse state that the citizens of that northern town have taken in hand active steps for opening a Winter trail to get into the new placer gold diggings in the Alsek and Klunne districts. These locations are somewhat over 100 miles from White Horse by the Summer trail, but a recently returned prospector "mashed" out from Ruby Creek in three days.

The White Horse people, all the leading citizens being identified with the movement, have undertaken to raise \$2,000 by popular subscription, most of

which has already been pledged, and part of it will be spent in letting the outside world know the value and importance of the new find. There are several creeks, Ruby, Fourth of July, Twelfth of July, in one district and Bullion Creek in another, which have all shown up so well that the strong probability is another camp nearly if not quite equalling the Klondike has been found.

To provide means of reaching the ground before spring opens and to get in supplies for the big crowds who will go there next season, the business men of White Horse have taken the Winter trail in hand. The White Horse member of the Yukon Council, Mr. Robert Lowe, is bringing before the council a request backed by a largely signed petition, for an appropriation to open a Summer trail so that the camp will be easily reached at all seasons. Last season the difficulty was that prospectors could not get provisions in. At the time the first finds were made, people who went in were asked to pay a uniform price of \$1 and \$1.50 per pound for all provisions. A little later on the prices were handsomely reduced to 50c. and 75c. per pound, which still made living high, when potatoes cost 75c., sugar 75c., flour and bacon 50c. per pound. Your correspondent has seen original bills which were paid by men who made the trip and stayed in some time. They left because, even at the prices named provisions ran out.

From all indications the big movement in the north next Spring will be to the districts referred to above. The trade, especially wholesale, in Vancouver, is interested inasmuch as it will mean a very large business in outfitting and later on in sending forward stocks of supplies, if there are some hundreds of people attracted to the new field. From all reports it is likely there will be some movement before the Winter is over, and the closeness of the ground to easy means of transportation will ensure a large number of prospectors spending at least a portion of the season in the new country.

#### OTTAWA TRADE GOSSIP.

Ottawa, Dec. 30, 1903.

NOW that the Christmas trade is over for 1903, the question being put to the retail grocers, as you meet them is, "Well, how did you find Christmas trade?" Your correspondent has met a good many, and all were fairly well pleased. With some it was the best year they ever had, others found the business was done in so short a time preceding Christmas that it was impossible to handle it properly, but apparently merchants were well satisfied. There did not appear to have been any great cutting of prices as has been usual during the holiday season.

At present, New Year's business is causing a stir. Retailers report a good trade being done.

The sugar market is as usual, no change having taken place.

Molasses is firm at same quotations, 43 to 44c.

In canned goods prices are looking very firm, especially for corn. Some wholesale houses are trying to buy whenever they can, as stocks are scarce. The jobbing price is now \$1 for corn and \$1.05 for tomatoes, with a likelihood of an advance price from 87½c. to \$1.10.

Rolled wheat is expected to be higher in price. Quotations are now \$2.75 a barrel.

Low-grade Ceylons are said to be scarce.

Citron peel is reported pretty well sold out.

There was a great demand for Vostizza currants this season, and very few happened to have been imported. Just now it is impossible to get any.

A good business is being done already in dried fruits. Prunes, peaches and apricots are selling fairly well.

Flour advanced 10c. a bag this week. Demand is very good considering the season of the year. The wheat market is very firm.

Albert sardines are practically out of the market. The failure of the catch in the Mediterranean is the cause. It is said they intend to pack the Portuguese fish, which is not up to the regular standard of quality.

The price of poultry of all kinds was high during the week before Christmas. Turkeys brought from 15 to 18c. on the local market; geese, 10 to 11c.; ducks, 13c.; chickens, 11 to 13c. Prices are firm this week owing to the demand for New Year's trade.

Hams and bacon are in good demand. Prices are a little firmer than some time ago. Quotations for choice hams are 12½ to 13½c.; bacon, 13 to 13½c. Lard is quoted same as last report, 8½ to 9c. for pure, and 9 to 10c. for kettle rendered.

#### NOTES.

Mr. J. B. Lauriel of Robertson Bros., reports a banner business in Christmas confectionery for his firm. Their ware house on Queen street is the largest here, and their display was one of the finest to be seen anywhere.

The F. J. Castle Co. have recently installed a large fruit cleaner, which so far has proved a success. It both washes and dries the fruit thoroughly, leaving a new appearance to any old stock when cleaned. It rather improves the coating of new fruit instead of destroying it, as some cleaners do.

The Ottawa Retail Grocers' Association will hold their annual meeting the second Monday in January. The election of officers for ensuing year will take place and reports for past year will be received.

# TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

## OUR POLICY :

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

## OUR RELIABILITY.

Best Equipment.

Competent Staff.

Perfect Organization.

# HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,  
**MONTREAL.**

The Most Liberally Managed Firm in Canada..

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### Oregon Prune Situation.

**T**HE Oregon prune situation is beginning to develop signs of strength which a short time since would have been considered to be impossible, says The New York Journal of Commerce. Early in December it was stated in quarters from which it would be expected that nothing but the most favorable statements relative to the condition of supply and demand would issue, that there was much grumbling among growers over the lack of demand, and the fact that less than one half of the 900 or 1,000 carloads of Oregon Italian prunes produced this season had been sold. At that time it was said a basis price of even 12c. was not sufficiently attractive to interest Eastern buyers.

It does not appear that the demand from the east has materially improved in the interim, but other causes for the time at least equally potent have been at work to give the market tone. The most important of these influences appears to have been the work of the various associations in getting control of the stocks, which, so long as they remained in the hands of individual growers, were pressed for sale at constantly lessening prices. A statement issuing a few days ago from one of the most influential of the organizations, the Willamette Fruit Growers' Association, was to the effect that 400 to 450 cars would easily cover all that remained unsold of the current crop, and that of this quantity 75 per cent. is in the hands of the several associations. This statement finds support in the stronger tenor of advices received from Oregon during the past week, and the evident disposition on the part of holders there to make no further concessions in the way of lower prices, as inducement to eastern buyers.

In the eastern market in common with California prunes, Oregonians have come in for an unusual amount of attention for this time of the year, and as stocks here are light the market has a firmer tone. The scarcity of Italian prunes in the east does not reflect any extraordinary demand for that variety at any period of the season so far, but is attributed to the fact that as in the case of other descriptions of Pacific Coast dried fruits purchases for forward shipment from the primary market to the east were on an exceptionally small scale this year.

### Florida Fruit Shipments.

By the end of the month there will have been shipped out of Florida, according to the estimate of John S. Arnold & Son, of Jacksonville, 1,200,000 boxes, leaving 1,000,000 boxes yet to be sent forward to distributing markets.

### Delay in California Cured Fruits.

As a remedy for recurring complaints each year as to delays in transportation of cured fruit products, The California Fruit Grower suggests that the traffic departments of the transportation companies arrange for the regular despatch at stated intervals of solid trainloads of the fruit from the Coast during the period of its most active movement. As most of the product is destined for far eastern points, the claim is made that the trains could be handled more expeditiously if made up solid of one commodity. Such trains, it is argued, could be given preference over less important shipments, thus obviating in a great measure delays to cars containing cured fruit which constitute part of mixed trainloads, and are therefore often sidetracked in such trains, when solid trains of fruit products would be allowed to proceed.

### Molasses in New York.

N. W. Taussig Co., New York, say of molasses: "Receipts during the past have not been very large, and buyers have found it very difficult to get the proper assortment and quantity required for their orders. Locally there has been a good demand, and deliveries have taken place, and the wholesale grocery trade have shipped molasses almost as fast as received by them to their customers. There is no accumulation or any stocks of any consequence here. This market continues firm at previous quotations. Foreign molasses is in better demand and more attention is being given to same, and with the turn of the year we expect a heavy demand to spring up for all grades."

### American Beet Sugar.

Willet & Gray say of the American beet sugar crop: "Several factories in Michigan are approaching the end of their campaign and results are disappointing. The heavy rains this Fall delayed the harvesting of beets and extreme cold weather came on before the pulling

was finished, leaving many roots frozen in the ground. In some sections the yield is one-third less than anticipated, but elsewhere fairly good results have been obtained. Four new factories have been built in Michigan this year, but the output of sugar will, unfortunately, not much exceed that of last year. Favorable reports are received from New York, Utah, Idaho and some parts of Colorado and California, but the production in certain localities in Ohio, Nebraska, Colorado, Washington and California is smaller than was expected. It is still too early to ascertain definite figures for the season, but present indications point to a total production of beet sugar in the United States of 210,000 tons (2,240 pounds each), being a reduction of 23,000 tons in the preliminary estimate. Last year the total crops amounted to 195,463 tons."

### American Sweet Corn.

According to The American Grocer the pack of corn in 1903 follows two previous years of an output below the average and 1,734,478 cases lighter than the large pack of 1900. There was every preparation for a large output, notwithstanding seed was scarce, inferior in quality and high in price. The crop of seed corn in Maine, Connecticut and New York was light; and a large part of the supply was concentrated in a few hands, more with a view of regulating competition than in making a corner and forcing up the price. While the climatic conditions were favorable to the general crop of corn, resulting in a yield of 2,300,000,000 bushels, they were exceedingly unfavorable for sweet corn in New York and Maine, two States which under the best conditions could supply over 4,000,000 cases. In Illinois the result was fine; in Iowa there was a deficiency. The total pack of corn in the United States and Canada for the year 1903 was 4,751,146 cases, against 4,288,661 cases in 1902, an increase of 462,482 cases.

### Land Values in Cuba.

It is reported that land owners in Cuba are confident that the approval of the treaty of reciprocity will improve the value of real estate on the island, as it will give scope to the establishment of a certain number of new central sugar factories and impart a strong impulse to agricultural pursuits of all sorts. The erection, in the district of Holguin, by an American syndicate of two large factories of a capacity of 1,000 bags of sugar per day, each, is already spoken of, and the preparation of the land for cane planting for same has been commenced.

“



# Quaker" brand Ceylon Tea

(Green and Black)  
in ½-lb. and 1-lb.  
leaded pkgs.

The merits of this celebrated brand of Ceylon Tea have been recognized throughout Canada, Newfoundland and the West Indies. Critical judges have pronounced it simply without a peer at the price. \_\_\_\_\_

Are you prepared to place before your customers during **1904** a Tea that will satisfy the most critical consumers, that will bring them back for more, once they try it? \_\_\_\_\_

If you are, write to us for sample of the particular grade you want, say whether **black** or **green**, and we will mail you sample with full particulars as to price, size of packages, etc. \_\_\_\_\_

"Quality" and "Quaker" Tea are synonymous.

**J. A. Mathewson & Co.,**

Agents for Canada and Newfoundland.

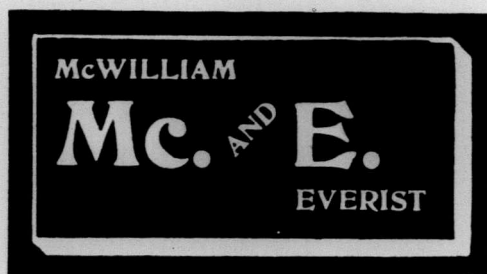
**MONTREAL, P.Q.**

# To our Customers

We're well pleased with the response you have made to our Holiday offerings. Our trade was indeed large, and we take this opportunity of heartily thanking you: also extending to you our best wishes for a

**HAPPY and PROSPEROUS  
NEW YEAR.**

Phone Main 645-3394.



25-27 Church St., Toronto.

The  
**DAWSON Commission Co., Limited**

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

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

## DRIED APPLES

**WE ARE BUYERS  
LARGEST DEALERS IN CANADA**

**The W. A. GIBB CO.**

5 and 7 Market St., **HAMILTON.**

### Xmas Anticipations

**Oranges**—All kinds.  
**Lemons**—New Messinas.  
**Nuts**—All varieties.

**PRICES RIGHT.**

Address just . . .

**CLEMES BROS.  
TORONTO.**

## GREEN FRUITS

### Fresh Fruit Carried by Grocers.

**A**PPARENTLY the handling of fruit by retail grocers is increasing everywhere, except possibly in the large cities where fruit stands exist on almost every corner, and even there all except a few grocers carry some fresh fruits, says an American exchange. In the smaller towns it is almost impossible to buy citrus fruits or bananas anywhere else. Fruit selling is usually an adjunct of the grocery or the cigar store.

This department of the grocery trade might be profitably developed in many instances without requiring the investment of much extra capital or without incurring any important risks. Some retailers have discovered the opportunities here and are making the most of them.

One objection which many consumers have to buying of fruit stores is that they must carry home their purchases themselves, and one who has made the attempt knows how difficult it is to carry a knobby bundle of bananas. The grocer has his delivery wagon and can send the fruit home with other goods. This might seem like a small thing, but the influence of delivery would undoubtedly make the difference in buying and grocers might as well have the advantage of the additional business if they care for it.

As modern life is developing, tropical fruits, which were formerly considered luxuries purely, are now coming to be classed as necessities, and naturally to be included in any list of staples which may be prepared. This fact can be utilized by the retail grocer to good advantage, the result depending upon his own ability to sell profitably and it might be added that his environment, the character of his trade and other similar features will be important factors in his success.

### British Object to Mixed Lots.

**W**RITING to the fruit division, Ottawa, Mr. A. W. Grindley, inspector of the Department of Agriculture in Great Britain, quotes as follows from a letter received from a firm of fruit importers: "If your department, through a circular, could induce shippers to use some common sense in sending apples, you would do them much good financially. For instance, yesterday the Tunisian was cleared up, the bulk having been disposed of earlier

in the week, and in the catalogues there were over 1,250 lines under 10 barrels each (we should guess averaging two and three barrels), of different varieties. We do not know of any trade where so much money is being wilfully thrown away."

Regarding this point, Mr. Grindley refers to one lot of apples catalogued on October 23, in which there were 30 varieties in a lot of 41 barrels, and says that no buyer will pay top prices for these mixed lots, and that the shipper loses heavily every time. The establishment of co-operative packing and shipping houses, advocated by Mr. MacKinnon, is pronounced by Mr. Grindley a splendid idea, and one that, if carried out, would to a large extent do away with the small lots of mixed varieties of which importers complain.

### Quebec Endorses Apple Box.

**T**HE Pomological Society of Quebec, at its annual meeting at Hemmingford, recently adopted a resolution recommending to the fruit growers and shippers of Quebec the adoption of a box 10 x 11 x 18 inches, the same as that used in British Columbia and adopted by the Ontario Fruit Growers' Association at their convention at Leamington, Ont., a couple of weeks ago. Nova Scotia, it is said, will adopt the box in February, so that by next season a uniform size of box will be in use throughout the Dominion.

The meetings were held in the town hall, and there was a good attendance of farmers and fruit growers. Among prominent fruit men present were W. W. Dunlop, Outremont; A. McNeill, chief fruit inspector, Ottawa; R. W. Sheppard, Montreal; W. T. Macoun, of the fruit division of the experimental farm at Ottawa; R. Brodie, Notre-Dame de Grace; G. Reynaud, Latrappet; J. C. Chapais, St. Denis; C. P. Newman, Lachine Locks; F. L. Dery, Ottawa; E. C. Edwards, Covey Hill; W. H. Walker, M.P.P., Huntington; J. M. Fisk, Abbotsford, and Stanton R. Jack.



Among the Fruit Men.

M'WILLIAM & EVERIST.

THE firm of McWilliam & Everist, Toronto, comprised of G. McWilliam and F. Everist, are at the present time carrying on one of the largest and most successful fruit and commission businesses in Canada. During the 30 years of the firm's existence they have seen the fruit trade grow from such small beginnings as four or five cars of oranges a year for holiday trade to the big proportions which the fruit trade in Toronto is assuming at the present time. Instead of being limited to importations of oranges from the Mediterranean, frequent consignments of Jamaicas, Floridas, California navels and seedlings are regularly received, also large quantities of Mexicans, which have become so popular that they have all but pushed Valencias out of the market. The fruit trade in other lines has also grown by leaps and bounds, and, as the country gets opened up, fruit merchants look to see Toronto become the distributing point for a still larger quantity of fruit.

McWilliam & Everist are well satisfied with their share of this lively trade in fruits, such as oranges, lemons, figs, nuts, bananas, dates, pineapples and grapefruit. A representative of "The Grocer" interviewed a member of the firm at their large and commodious warehouse, which is taxed to its utmost capacity by the demands of increasing business, and saw on every hand indications of prosperity, giving ample evidence to corroborate their statement that 1903 has been the banner year in the history of their business.

Export Apple Trade.

The following estimate of the apple exports for week and season ending Dec. 26, 1903, has been prepared by Mr. Fred. Barker, apple exporter, Church street, Toronto:

|                 | Liverpool. | London. | Glasgow. | Various. | Total.    |
|-----------------|------------|---------|----------|----------|-----------|
| Portland        | 11,920     |         | 3,775    |          | 15,695    |
| New York        | 371        | 1,097   | 218      | 2,860    | 4,546     |
| Boston          | 10,329     | 652     | 169      | 373      | 11,523    |
| Halifax         | 1,037      |         |          |          | 1,037     |
| St. John, N.B.  | 284        |         | 1,860    |          | 2,144     |
| Week's total    | 23,941     | 1,749   | 6,022    | 3,233    | 34,945    |
| Same week, 1902 | 45,200     | 5,036   | 140      | 2,914    | 53,370    |
| Season to date  | 1,147,613  | 519,790 | 378,699  | 407,085  | 2,453,187 |
| Last "          | 1,024,059  | 264,915 | 327,590  | 158,965  | 1,775,529 |

Mr. Barker is in receipt of the following cable from James Adam, Son & Co., Liverpool, dated Dec. 30.:

"No Canadian apples selling to-day; market has an upward tendency; would advise shipments."

Variety of Pears for Export.

The Editor, "Canadian Grocer":—I notice on page 49 of "The Grocer" of December 11, that Mr. Wolverton is reported as saying that the Bartlett pear is the best for export. If Mr. Wolverton

Sorting Week.

THE RUSH OF THE WEEK has depleted your stock, you will need an extra supply for NEW YEAR'S. From reports received the trade has been thoroughly well satisfied and pleased with the fruit we shipped on their Xmas orders. Let us count you as a customer.

ORANGES, LEMONS, GRAPES, Etc.

WHITE & CO.,

PHONES Main 4106 4107 Wholesale Fruits, Toronto.

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

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Seasonable Goods Now Arriving.

Extra Fancy Northern California Navels, Extra Fancy Florida Oranges, Extra Fancy Malaga Grapes, Extra Fancy New Messina Lemons, New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality. Fancy Sweet Sonoras, all sizes, also Valencia Oranges, 420's and 714's due in a few days.

Soliciting your orders, HUGH WALKER & SON, Guelph, Ont

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street, MONTREAL.

Tel. Main 778.

is not incorrectly reported, he referred to its excellent dessert qualities only. As an export pear it has been a failure so far in the hands of Canadian shippers. It is a quick-ripening variety, and to ship it to Great Britain with safety it should be picked on the green side and placed at once in cold storage. As soon as it is cold wrap in paper, pack in half cases holding about 20 pounds of fruit, and ship by refrigerator car and cold storage chamber. The mistakes made are packing without cooling, using too large a package, and delaying the cooling process for some time after picking. Anyone interested should write to the Fruit Division, Ottawa, and secure, free,

References—THE TRADE. L. D. Phone 578

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Sought. TORONTO, CANADA.

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants. 82 Colborne St., TORONTO. Phones—Main 54, Main 3428.

the bulletin "The Export Pear Trade," by W. A. MacKinnon.

"ONE WHO KNOWS."

Ottawa, Dec. 17.

WINNIPEG TRAVELLERS.

The annual meeting of the United Commercial Travellers of Winnipeg was held Saturday evening last, and 40 new members initiated. The meeting was well attended and a good social time experienced.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

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

Edited by

John C. Kirkwood,

TORONTO.

### Profitable Advertising for Grocers.

Looking through a goodly number of Canadian weekly newspapers—dailies, too, for examples of advertising, I was struck with the absence of grocery advertisements. There were dry goods announcements in abundance, but comparatively little grocery advertising. Just how to explain this condition of affairs is hard. It would seem, however, to indicate that the grocers belittled the value of advertising; that is, so far as their business is concerned. It seems to indicate, too, that newspaper publishers have not been very active among grocers in the direction of development of advertising. Just here I may say that, judging from my own experience, weekly newspaper publishers are not very good or very aggressive advertising solicitors, notwithstanding the fact that their prosperity depends very largely upon the amount of advertising carried in their newspapers. I can not do otherwise than consider it shortsighted and a misuse of opportunity for a grocer of any pretension or ambition not to advertise. Accordingly, I desire at this particular time, at the opening of a new year, to talk over this subject very briefly with the retail grocer.

With a good many, the question of cost, is the barrier that stands in the way of their advertising. The uncertainty of its "paying" is a sufficient reason for them to refuse to spend money on advertising. The intangible character of the transaction is so present with them in their consideration of the subject that they think of advertising as nothing more or less than a gamble. Others, again, are unable to judge the value of newspaper space, and are inclined to think any proposal by a publisher as being decidedly too profitable for the publisher, and dislike exceedingly to enter into any contract where the profits are so enormous.

This question of the cost of advertising is very apt to be viewed in a very wrong and narrow way. No newspaper publisher can guarantee that an advertisement in his paper will be profitable, yet this is just what many a merchant wishes the publisher to do. A publisher sells space, nothing more, nothing less. He offers

space in his paper, three inches deep, six inches deep, one column wide, two columns wide, three columns wide. He sells space, and this space is worth money; how much money depends upon the extent and character of the circulation. He gives merchants an opportunity through the use of space in his paper to tell the community what to buy, and where to buy. This opportunity varies in worth: If the newspaper has a circulation of 1,000, it is worth so much; if the circulation be 2,000, or 5,000, the opportunity is worth a good deal more. That is, space in a paper with a large and choice circulation is worth more than space in a paper with a small circulation. An opportunity to tell 500, 1,000, or 3,000 families, a large portion of whose money is being spent daily for groceries, why this money should be spent at one store rather than at another, is worth no small sum to a wideawake, aggressive, ambitious grocer. Such a grocer has every week several excellent reasons for inviting these families, the heads of households, to his store, and there is no cheaper, speedier, better way to acquaint buyers with his weekly offerings than by engaging space in a local paper.

This leads me to say that the burden of sale is not on the publisher but on the merchant. The publisher sells space, but the profitable use of the space sold lies with the merchant. If a grocer, for example, who buys space, neglects to use it intelligently, brightly, persuasively, he cannot expect his advertising to be profitable, and, if he be honest, he will blame himself for the failure. Having an opportunity is one thing; the right use of an opportunity is quite another thing. We all have known men to own horses which stand idle in their stalls most of the time, or else wander about a big pasture field. They do no work; yet we do not say the horses are no good. It is their owners whom we censure. So is it with much advertising: Some advertisements stand unchanged week after week, using up space which must be paid for; and some ramble so that they fail to sell a penny's worth. Such advertising is costly, because it represents waste.

The grocer who advertises, or rather, who thinks he is advertising, by engaging space in his local paper and then giving neither time nor attention to a right use of this space, might just as well cancel his contract.

In dismissing this question of the cost of advertising let me say that a better question is—What will advertising yield? Advertising can yield, will yield, and does yield a most profitable return on the money spent—if done rightly. I know grocers in towns where conditions are much the same as those that exist in almost every community, this whole country over, who are ready to say that they could not do business without advertising. The cost of advertising doesn't concern them; the necessity of advertising was long ago admitted. The business-producing power of advertising is daily perceived. But these men put their whole thought into their announcements to the public and fill the space they employ with news that throbs with the activity of a busy store.

The purpose of this department of Advertising Suggestion and Criticism in "The Canadian Grocer" is to assist retailers in their advertising. If any grocer feels himself unable to write advertisements that will sell goods, he will find in these columns every week something calculated to help him in this direction; if his difficulties are not being met or touched upon, he is urged to write a personal letter to the editor, who is ever ready to give what assistance he can to any interested in this department.

There is another phase of the advertising problem related to cost, yet quite another matter; namely, the question of what space to use. I am of the opinion that many advertisers use more space than is wise, and that in this circumstance lies the reason for a good deal of the poor advertising too often seen. Just because space is cheap it is not always a good thing to buy more of it than one would otherwise do. For ordinary use a small space is to be preferred to a large one. This applies to the grocery trade. If I were writing to dry goods merchants I might take another view of space. When the space to be occupied is big

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# EASTLAKE STEEL SHINGLES

ARE SO EASY TO HANDLE.

Made of steel, they fit together perfectly by means of their patent side lock, and can be very quickly laid by any handy man.

And they last so long—being absolutely fire, rust, leak and lightning proof—that you can't afford to use any other.

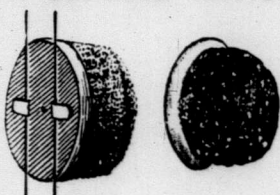
Galvanized or Painted and  
Very Moderately Priced.

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

## To Butchers and Hide Buyers!

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

### A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free.

**NICHOLSON & BROCK, TORONTO**

### TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)  
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

there is considerable difficulty in filling it with interesting items. The probability is that generalities and large type are used to fill up. It will be found in most cases that a small, short, pointed, specific, nicely set up advertisement will do more work than one which is long, indefinite, and loose looking. The temptation is to tell too much, and the danger of a long story is that most of it will be forgotten. Economy of words and space is worth while. Six inches single column is a good-sized space, and one that can be made effective in good hands; indeed, I have seen a space half this size used to very great advantage. Or if one prefers a double-column advertisement, a space three or four inches deep is a very nice size. But to take half pages, or full columns, is, according to my judgment, unwise and wasteful.

There is waste in advertising, some of it inevitable, just as the carpenter's plane makes waste; some of it preventable. And there is a waste in not advertising. The greater waste is the latter.

### A GENEROUS FIRM.

ON Christmas Eve, C. F. & J. Galt remembered their many employes in their usual substantial fashion. Including those in the "Blue Ribbon" tea and "Blue Ribbon" coffee and spice departments, over 60 persons are employed by them in Winnipeg alone, and from the highest to the lowest each received, besides good wishes, a nice cheque from the firm. Though very reticent in such matters, it is known that C. F. & J. Galt distribute every year a considerable sum in this way, and, indeed, it would be hard to find a house more thoroughly considerate of its employes, or one which treats them more generously.

### CATALOGUES, BOOKLETS, ETC.

#### "THE GOPHER TALE."

The Winnipeg Free Press is usually hitting upon some scheme which brings itself to the attention of Canadians. The management has just issued a pretty little booklet of 22 pages entitled, "The Gopher Tail: a good luck bringer." The booklet, which deals with the Indian legend in regard to the gopher tail as a good luck charm, as given in Parkman's "The Conspiracy of Pontiac," is nicely printed and freely illustrated, and accompanying each copy is a gopher tail, nicely mounted, for use as a watch pendant. In a publisher's note it is pointed out that although the Indians on the different reserves had been requested to secure as many tails as possible, only 833 had reached Winnipeg in time for mounting.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

### FOR SALE.

THE manufacturing plant of The Canadian Broom Company, Limited, of Ottawa, and consisting of—2 horse motor, \$60; lot of pulleys and belting, \$15; 1 scraper, \$20; broom winders, \$26; whisk press, \$12; also, 1 hurl cutter, 1 clipper, 1 scraper, 1 elbow winder, 1 Faultless press, 1 lever press, \$165 for the lot; lot of shafting, \$27; clipper, \$12; 2 winders, \$23; 2 Faultless presses, \$30; bleach house, \$20; power knife sharpener, \$5; hurl cutters, \$4, and other chattels. The schedule prices of the above articles amount to \$454. Any reasonable offer for the whole or any part will be considered. Parties interested in securing the above plant or any part thereof should communicate with the undersigned at once, as the estate must be closed up by the 15th January, 1904. Terms, cash. Dated Dec. 17th, 1903. W.M. A. COLE, Assignee, or 163 Sparks st., Ottawa. (2)

### SITUATIONS VACANT.

BAKER—Good on bread and cakes; state wages. Box 191, CANADIAN GROCER, Toronto. f

BAKER wanted—at once—first-class baker. Box 192, CANADIAN GROCER, Toronto. f

BAKER wanted—at once—good on bread and cakes; steady job to first-class man; state wages and experience. Box 193 CANADIAN GROCER, Toronto. f

TRAVELLING SALESMAN wanted to represent us in the Counties of Wellington, Huron, Grey, and Bruce. Must know grocery business and have established connection. The Davidson & Hay, Limited, Toronto. (1)

## BEANS.

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

J. G. McKILLOP, West Lorne, Ont.

## I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

### INCREASE YOUR BUSINESS

By subscribing to BOOKSELLER AND STATIONER. Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy.

MONTHLY: One dollar per year.

MacLEAN PUBLISHING Co., Limited,  
Montreal, Toronto, Winnipeg.

# FLOUR AND CEREAL FOODS

## Canadian Barley All Right.

THE speech of Mr. Chaplin in England, in which it was alleged that the soil of the colonies was unfitted for growing barley, has brought out the following letter from Mr. Jas. A. Cochrane, of Hillhurst, P.Q., who writes to an evening paper as follows:

"Sir, In your 'Special Cables' of yesterday, Mr. Chaplin is said to have stated that the soil of the colonies was unfitted for the growth of barley, and was unlikely to be for years to come, a statement which might make any Canadian farmer smile at the wilful ignorance of the Tory variety of the little Englander.

"Dr. Wm. Saunders, director of experimental farms, in his 1901 report, gives the average yield at the Indian Head, Northwest Territories, experimental farm as 61 bushels 4 pounds per acre, and the average results of the six varieties which produced the largest crops in 1901 at all the experimental farms in Canada at 5 bushels, 30 pounds per acre. Wilson in 'British Farming,' puts the average for Great Britain at 36 bushels.

"Barley flourishes in Southern Alberta, which is undoubtedly the most promising field for the production of this valuable cereal in the British Empire, the dry summer climate making it an easy matter to secure the brightness for which the Bay of Quinte district was long famous."

## Milling in the West.

THE OGHVIE MILLING CO. have this year added to their already large mill in Winnipeg an additional storey, thus bringing the capacity up to 3,500 barrels of flour daily, and the entire capacity of all the mills operated by the company up to 12,500 barrels per day.

In addition to this 12 new elevators have been built, located at the following points: Altamont, Belle Plaine, Burnside, Clan William, Chater, Esterhazy, Fotherby, Newdale, Qu'Appelle, Rossburn, Sperling and Westwood.

Plans have also been completed for the erection of a mill and elevator at Fort William next Spring, and already 4,000 piles have been delivered on the ground, which will be used to carry the founda-

tions of the proposed new buildings. The mill will have a capacity of 2,500 barrels a day and the elevator will hold 750,000 bushels of grain.

## Northwest Crops.

Dr. W. Elliott, Commissioner of Agriculture for the Northwest Territories, was in Toronto last week looking into the system of registration of births, deaths and marriages in Ontario. Dr. Elliott says that the crop estimate for the Territories for July had to be reduced about 5 per cent., on account of the prolonged rainy weather that followed. Speaking of Prof. W. H. Coard's agricultural college at Regina, Dr. Elliott said that Prof. Coard still kept his business connection secret, not caring to disclose the name of the philanthropist supporting it. He, however, was doing well at the college, and had expressed the hope that at the end of two years the Government would take over the institution.

## The Time to Clean Wheat.

THE way to test a load of wheat at the mill door is to clean it through a good receiving separator and then weigh it in a correct hopper scale, says a writer in The American Miller.

If your mill doesn't pay as it should, examine your wheat after you have paid for it to see how much worthless stuff you have paid for.

Don't blame your head miller if, after taking in wheat, dirt and all, you don't make money.

Do the cotton mills buy cotton, seed and all, and try to make cloth out of it, or do they require it to be clean of seed?

If you will clean your wheat, it doesn't require a man of so much ability to guess what the wheat is worth at the mill door. If you do not clean your wheat before paying for it you had better let the best guesser you have about the mill do the receiving; and even then he can't guess sufficiently correct to make a satisfactory deal on both sides.

An editorial in the October number of The American Miller says: "This is the one place in the mill where there is the greatest chance for loss or profit, according to the ability of the man in charge." This statement can't well be repeated too often.

Do not try to reach out or enlarge your business until you get what you have on a paying basis by using business methods. That is my motto.

Our millers write pages on the importance of clean wheat, but most of them do their cleaning too late; at a time when they have to stand all the loss. This should be divided; clean it some while the other fellow has an interest in it. Put the little brass bucket aside for a while and try the plan of cleaning the wheat and giving the farmer the screenings and dirt. You will be surprised to find how much more satisfactory it will be.

Do the elevator men give the millers the same discount that they require of the farmer to make the wheat grade up, or do they buy from the farmer and deduct two and three pounds per bushel, selling to the miller, one per cent. short, cheat, screenings, dirt and all?

From the amount of screenings cleaned out of the wheat shipped east from the western elevators, I would judge we get it tail, hoof and horns with the hide, and do the separating ourselves, in our own way and at our own loss.

I will make this statement, that the lack of getting good, clean wheat at the mill door has broken more millers than any one thing in the business to-day.

If there is one miller in the United

## Soup Season

is now in full swing; and every merchant should have a good stock of our fancy macaroni for soups. Following assortment put up in attractive dust-proof 1-lb. packages, 24 or 48 to case.

WEDDING RINGS,  
ALPHABETS,  
STARS,  
DITALINE,  
TUBETTI,  
TUBETINI.

Send for samples and our book "Purity" delivered to your address free of all charges.

DO IT NOW.

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

Best wishes for a Prosperous  
and Happy New Year.

The Tillson Co., Limited.

# Tillson's Pan-dried Oats



States who thinks the wheat should not be cleaned before paying for it, I would be glad if he would state his reason in The American Miller and we will try and stir up some interest in this matter.

#### Distribution of Seed.

BY instruction of the Hon. Minister of Agriculture another distribution will be made this season of samples of the most productive sorts of grain to Canadian farmers for the improvement of seed. The stock for distribution is of the very best and has been secured mainly from the excellent crops recently had at the branch Experimental Farm at Indian Head in the Northwest Territories. The distribution this Spring will consist of samples of oats, Spring wheat, barley, Indian corn and potatoes. The quantities of oats, wheat and barley to be sent this year will be four pounds of oats and five pounds of wheat or barley, sufficient to sow one-twentieth of an acre. The samples of Indian corn and potatoes will weigh three pounds as heretofore. Every farmer may apply, but only one sample can be sent to each applicant, hence if an individual receives a sample of oats he cannot also receive one of wheat, barley or potatoes, and applications for more than one sample for one household cannot be entertained. These

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MILLERS  
AND GRAIN DEALERS

192 King Street East  
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## John Mackay

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Successors to John MacKay, deceased  
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP of all kinds BY CAR LOAD.

Caledonia Mills,  
BOWMANVILLE, ONT.

Correspondence solicited.

### FLOUR

### FEED

### CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

Rolled Oats (Standard and Granulated  
" Barley, Oatmeal,  
" Wheat, Pot and Pearl Barley  
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

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

samples will be sent free of charge through the mail.

Applications should be addressed to the Director of Experimental Farms, Ottawa, and may be sent in any time before the 1st of March, after which the lists will be closed, so that all the samples asked for may be sent out in good time for sowing. Parties writing should mention the sort or variety they would prefer, and should the available stock of the kind asked for be exhausted, some other good sort will be sent in its place.

#### Origin of Bread Making.

THE discovery in Egypt of a loaf of bread 1,000 years old or older, a part of which was well enough preserved to make it possible to identify barley as the grain of which it was made, recalls the fact that one of the most remarkable of all inventions is so old that we have not only no account of it, but nothing pointing to it, and so common to-day that we rarely think of it as an invention or wonder—it is bread. There have been found in Egypt pictures and inscriptions that carry the history of bread making very far back, and show us some of the early processes. Yet what they show us is unmistakably bread, and the invention of the process lies far back of that. We can learn from the monuments and records from Egypt what we might have suspected, that grain was broken by pounding before the art of grinding was invented, and that food was warmed and perhaps cooked with hot stones before ovens were known. But a loaf of bread made from grain pounded to pieces and baked between hot stones is just as much bread as the loaf upon our breakfast table, and the circumstances or process of the invention of the art of making it is still a mystery.

Primitive man spent most of his time as the wild animal does, in seeking food. That grain grew wild and that our hungry ancestors chewed the kernels as they probably chewed at one time or another almost everything that their teeth could deal with, can easily be imagined. But at what time it occurred to man to make bread, to break the kernels, mix the resulting meal with water and apply heat to it we do not know and can never find out, for man did this so early that it was too old and familiar a story to be recorded when he learned how to make records.

Man ate the flesh of animals for a long period before he found it better cooked than raw, and there is undoubtedly a good deal of history in Charles Lamb's humorous account of the discovery of roast pig. The benefit of cooking was probably discovered accidentally. The step from raw to cooked meat is too long to have been taken by primitive

man as the result of reflection or experiment. If man's first taste of roast meat came from animals in a burning forest, it would not have been unnatural for him to try heat on grain.

The breaking of the kernels would easily have suggested itself as a relief to his teeth, and mixing the coarse meal with water would have readily occurred to him as a means of making the meal stick together, without which any process of baking or roasting would have been most inconvenient of application. But unless the cooking of food were discovered accidentally it was a greater advance on the pre-existing state of knowledge than the most remarkable of the inventions that have distinguished the nineteenth century.—British Baker and Confectioner, of London.

#### Baking Contest in France.

THE competition organized by the French Minister of War for a prize of 20,000 francs for the best kind of military bread, capable of keeping fresh for 40 days, has now been decided. Seventy-two competitors took part in this contest, but 69 were struck out, as their bread did not fulfill the requirements of the military commissariat.

The three remaining samples were sealed up, and, on their being opened after the lapse of 40 days, the bread prepared by a Marseilles chef, M. Sinopoulon, gained the prize of 20,000 francs, and the inventor has obtained a contract for the supply of military bread to the entire French army. This military bread is officially known as "pain de guerre," and popularly as "biscuit."

The old kind was made of pure white flour, but the process of manufacture was such that it was too hard to be eaten by human beings. Its chief purpose seemed to be to load the men's haversacks with unnecessary weight, for during the manoeuvres whenever the order was given to consume the "vivres de reserve," men promptly threw away the ration or gave the "pain de guerre" to the villagers for the pigs.

In the Winter season "biscuits" were consumed by the soldiers, who first placed them ad hoc on the top of the rusty stove to bake. Some years ago experiments were tried in various regiments with a double object in view—first, to induce the men to eat the military bread, and, second, to effect a saving on the other stores.

So called "poudings" were served up to Dumanet, the chief ingredient being pulverized "biscuit." But Dumanet did not favor the "pouding" much more than the "biscuit" in its natural form, even when currants—an unprecedented dainty for French troops—were added to the mix-

ture. The new military bread is reported to be more palatable than the old.

#### New South Wales Wheat.

The official estimate of the wheat yield of New South Wales is 28,570,000 bushels, an increase of 12,500,000 bushels compared with the record of the year 1901. About 18,500,000 bushels are available for export.

#### Gluten—Quality and Quantity.

IT is well known that some flours are not so good for breadmaking purposes as others, although they may be quite as rich in gluten, says The American Miller. Millers long ago learned that the nature of the gluten rather than its quantity was the determining factor as to the suitability of flour for bread.

Scientists have been studying the question to discover what variations in fact were comprised under this general term of "elasticity," which millers have used to indicate gluten quality. Dr. Kosutany at a scientific meeting in Berlin discussed the causes of the observed variation in gluten. The chief constituents of gluten, as we are aware, are glutenin, which makes the dough hard and fragile, and gliadin, which gives it elasticity, softness, and adhesiveness. He found that during removal of the starch by washing the dough in water 17 per cent. of the gluten was converted into gliadin. This transformation is probably due to various causes, some of which he cannot explain. They depend on the presence or absence of certain enzymes. Thence the necessity of experimentally establishing the proportion between the components of the gluten.

For this purpose he invented a method of analysis which gives the quality of gluten in a few minutes. The instrument constructed by Professor Retjo, under the direction of Dr. Kosutany, makes it possible to determine tenacity of the dough and automatically record its physical properties when stretched or compressed. Comparing the diagram obtained with the instrument for wheat, flour, and that of other cereals, it is found that the first alone gives a concave line. An elevated diagram signifies that more water must be added to the dough. Too soft a dough can be made consistent with salt, and hard, fragile dough is rectified with hot water and prolonged repose. The diagram also indicates that the noxious influence of hot milling begins to manifest itself at 75 deg. C., and that germination is also injurious. These results correspond with the observation of millers in regard to "killed" flour and "sprouted" wheat.

**START**  
**THE NEW YEAR**  
**RIGHT**

BY CARRYING A FULL LINE OF  
**GOODWILLIE'S FRUITS IN GLASS.**

DELICIOUS FLAVOR,  
PURITY IN PREPARATION,  
ATTRACTIVE PACKAGE

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**BATGER'S**

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are **DELICIOUS TABLE REQUISITES,**  
in demand the whole year round.

**AND**

They should be kept in stock by  
all grocers who wish to

**PUSH**

**MARMALADES** that will give  
entire satisfaction.

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Agents,  
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**MOVING.**

Finding our premises too small we are taking a larger warehouse. You know what this means—

**Bargains**

because we want to reduce stocks to the smallest possible quantity.

We are always

**Cheap Sellers**

but during January will have to try and do even a little better than usual for you.

**CANADA BROKERAGE CO., LIMITED**

Phone { 2282 Main.  
870 ..

**48 WELLINGTON ST. EAST, TORONTO.**

## THE CANADIAN GROCER

### U. S. TOMATO PACK LARGE.

OUR friends across the line are not worrying this year over a shortage of tomatoes. The 24th annual report of the tomato pack, made by The American Grocer, reveals the natural results of the short pack and the very high prices of 1901, which brought about a rapid extension of the industry, exhibited by an increase of acreage and the building of new canning factories, notably in Virginia and Maryland, and, to a less extent, in Indiana, which movement went on with greater force in 1903. The pack of 1903 turns out to be the heaviest on record, reaching a total of 10,555,115 cases, and undoubtedly surpasses the heavy output of 1902 by over half a million cases, after allowing fully 500,000 cases for houses in Maryland and Virginia, unlisted and not reported in 1902.

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

| Year. | Cases of 2 doz. tins each. |
|-------|----------------------------|
| 1903  | 10,555,115                 |
| 1902  | 9,494,812                  |
| 1901  | 4,518,221                  |
| 1900  | 5,849,593                  |
| 1899  | 7,494,923                  |
| 1898  | 5,797,806                  |
| 1897  | 4,149,441                  |
| 1896  | 3,541,188                  |
| 1895  | 4,194,780                  |
| 1894  | 6,586,979                  |

|                          |            |
|--------------------------|------------|
| Total for ten years      | 62,092,858 |
| Average per year         | 6,209,286  |
| Average per year 1901-03 | 8,189,383  |
| Average per year 1902-03 | 10,924,973 |

"As the stock of tomatoes packed in 1901 was absorbed before the opening of the packing season of 1902," says The American Grocer, "it is evident that the total supply of 1899-1901, aggregating nearly 18,000,000 cases, and showing an average annual output of about 6,000,000, was so insufficient to meet requirements that prices advanced from the low point of 70c. in 1901 to 81.60 in 1902. It is also clear that a pack in two years of over 20,000,000 cases, or over 10,000,000 as the yearly average, is far beyond the country's requirements, so much so that the market dropped from 87½c. to 62½c. between January and November, 1903. It is oversupply and not statistical information that is responsible for the condition of the market. . . . The acreage was increased, new factories operated by the score, and the result is a supply largely in excess of demand, with prices that make tomato packing unprofitable.

"The future of the industry depends upon the packers, with whom rests the power to fix the relation of supply and demand. The capacity of tomato packing establishments is far above meeting annual requirement, and unless they reduce acreage, stop packing slack filled tins and improve grades they must expect an unremunerative market in 1904.

The pack of 1903 in Indiana, Iowa, New York, New Jersey, Ohio, Missouri and Pennsylvania was below the capacity of the plants in those States. In Maryland and Virginia it seems that the average per house was very high. One firm handling the product of 80 houses shows an average output of 7,800 cases; another with 40 houses, 7,500 cases. If all the plants in all the States are worked to the full capacity they can produce 12,000,000 to 15,000,000 cases of tomatoes. The consumption has been largely increased by low prices, and it may be during the first half of 1904 it will be heavy enough to cut down the supply to a point that will leave a carry-over that will not be a menace to the market, provided there is no extension of the industry and acreage is kept low."

### BACK ON THE ROAD.

Mr. Fred E. Tobias, who some little time ago severed his connection with the



Mr. Fred E. Tobias.

firm of Lucas, Steele & Bristol, Hamilton, has joined the travelling staff of George Foster & Sons, Brantford, and will from the first of the month represent them in what is known as the Peninsular or Niagara District. His many friends will be glad to learn of his return to the road, and Brantford is to be congratulated on the latest addition to the energetic corps of travellers who so ably represent the Telephone City.

### THE COFFEE SITUATION.

WILLET & GRAY in their weekly statistical report thus size up the coffee situation: The coffee markets continue to fluctuate heavily, following speculative sentiment for higher values and realizations to secure profits.

The trade proper, as is usually the case in front of the holiday season, is quiet, but there is a strong belief that there will be a better demand from the country with the turn of the year. The pretensions of the Brazil holders at present are rather above the parity of this market, and the disposition is to await developments rather than undertake new business at the present level. There is no question about actual supplies being large enough for all purposes as the situation is at present, but speculators seem to attach considerable importance to the reports of damage by drought to the next crop. It is not too much to say that confirmations are accumulating, going to show that the drought has been severe, and that the blossomings have not set sufficiently well to insure anything more than a moderate crop, and inasmuch as the drought has extended over such a long period, the belief prevails that the tees have been weakened to such an extent as to incur a serious prejudice to the ensuing crop. As we have stated in previous reports, the fact that the current crop will be smaller than originally estimated, has been pretty well discounted, so the question hinges on whatever the growing crop will finally turn out to be. In January estimates are usually forthcoming from Brazil firms as to the probable size of the ensuing crop, and these are awaited with more than the usual interest.

### COCOA AND SPICE STANDARDS.

ACCORDING to the new U. S. Government food standards in spices, pepper is so defined as to exclude from the standard product pepper hulls, pepper dust or other pepper by-products, says Tea and Coffee Trade Journal. The ash standard of black pepper is made a maximum of 7 per cent., and for white pepper a minimum of 4 per cent., of which not over ½ per cent. shall be sand. Macassar and Bombay maces are not considered as standard mace. Standard mustard is given a maximum of 2½ per cent. of starch derived from mustard.

In the cocoa schedule standard chocolate is defined as the product made by grinding kernels of the cocoa bean without removing the fat or adding other substances, the fat standard being a minimum of 45 per cent. The amount of sugar in sweet chocolate is not limited by the standards. Cocoa is prescribed as the kernel deprived of part of its fat and pulverized. The standard sweet cocoa has a maximum limit of 60 per cent. of sugar, but no minimum limit of fat is fixed for either cocoa or sweet cocoa. Chocolate coatings are treated as sweet chocolate.



To all our customers

a Merry Christmas  
and  
a Prosperous New Year

**S. H. EWING & SONS,**  
96 King St., MONTREAL

Telephone Bell Main 65.  
Merchants 522.

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**MOTT'S.**

**Cultivating Weeds**

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



**IF A MAN WANTS CREDIT**

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

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**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
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**COWAN'S**

Perfection Cocoa (Maple Leaf Label).  
Royal Navy Chocolate, Queen's  
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Cowan's Swiss Milk Chocolate,  
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Are the standard goods for purity and excellence.

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**Burlington Canning Co.**

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**ALL KINDS OF CANNED GOODS**

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

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

**Want Ads.**

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

**MacLEAN PUBLISHING CO., Limited**  
Montreal and Toronto.

Do you use... **FOSTER'S POTS?**

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

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

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

**Full Weight  
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in all our orders of wrapping paper. Inferior paper does not give you both weight and count as our brown and manilla does. They are strong and durable.

**CANADA PAPER CO.**  
Limited

Toronto, Montreal and Windsor Mills, Que.

# Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

## Cigarette Trade.

LAST year Canada imported 9,158,000 the same time exported 648,000, val- cigarettes, valued at \$50,107, and at ued at \$736. The imports and exports with their values and respective countries are as follows:

| IMPORTS.           |           |          |
|--------------------|-----------|----------|
| From—              | Number    | Value    |
| Great Britain..... | 5,915,300 | \$27,646 |
| Aden.....          | 22,000    | 86       |
| Malta.....         | 195,000   | 764      |
| Cuba.....          | 9,000     | 123      |
| Egypt.....         | 2,202,700 | 16,410   |
| France.....        | 21,000    | 74       |
| Germany.....       | 193,000   | 1,862    |
| Russia.....        | 1,000     | 7        |
| St. Pierre.....    | 2,000     | 12       |
| United States..... | 597,000   | 3,123    |
|                    | 9,158,000 | \$50,107 |

| EXPORTS.                  |         |       |
|---------------------------|---------|-------|
| Country                   | Number  | Value |
| To British Africa.....    | 6,000   | \$ 10 |
| To Denmark.....           | 8,000   | 20    |
| To Norway and Sweden..... | 632,000 | 700   |
| To United States.....     | 2,000   | 6     |
|                           | 648,000 | \$736 |

## Damaged by Fire.

The premises of the Montreal Cigar factory, 197 McGill street, were considerably damaged by fire last week. When noticed the blaze was in the second and third storeys of the building, and though the flames were not much in evidence, it took four streams and half an hour's hard work before the fire, which was in a large quantity of tobacco, was got under control. The top storey was damaged by smoke, and the ground floor, occupied by the Montreal Fruit Exchange, by the large amount of water used to confine the blaze to its starting point. Much property was saved by the covers spread by the salvage corps of No. 4 Station. Owing to the nature of the material burning the men experienced much inconvenience from the thick black smoke emanating from it.

The loss, which is covered by insurance, is between three and four thousand dollars.

## Ate Tobaccoed Soup.

PROMPTED by jealousy because the girl he most admired was going to supper with his rival, a young man emptied the contents of his tobacco pouch in the oyster stew which was being made at a social held in the Bellinger school-house, near Emericksville, Pennsylvania, says The Cigar and Tobacco Journal. One of the young women tasted the

stew and nearly fainted. She thought she had been poisoned. A young man tasted the soup and announced that it was flavored with nothing more dangerous than tobacco. An investigation followed. The jealous young man was accused, and finally confessed. Some of the young men proposed holding him under the school-house pump, but one of the girls suggested that he be compelled to eat the soup and to pay for it at the rate of 25c. per plate. Rather than stand under the pump, he consented to eat all he could, and to pay for the rest.

The girl he most admired leaned on his rival's arm and applauded as plate after plate was set before the victim.

## Tobacco in War.

DESPITE the anti-smoking leagues and similar organizations, says The London Evening Standard, tobacco grows in popularity year by year, and by no class of persons are its virtues more appreciated than the gallant soldiers of the King, not a few of whom have gone into battle pipe in mouth as well as sword in hand. In comparatively recent years there has been a great change in the attitude of the high military authorities toward the fragrant weed; for, though not absolutely forbidden, smok-

ing was for a long time condemned by the British Army commanders, as witness the famous "General Order No. 577," issued by the Duke of Wellington just before he relinquished the supreme command. "The Commander-in-Chief," it read, "has been informed that the practice of smoking pipes, cigars and cheroots has become prevalent among the army, which is not only in itself a species of intoxication occasioned by the fumes of tobacco, but undoubtedly occasions drinking and tipping by those who acquire the habit; and he entreats the

The enormous sale of

# OLD CHUM

Cut Plug Smoking  
Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

## The American Tobacco Co.

OF CANADA, Limited.

# CURRENCY

## Plug Chewing Tobacco

is a

# Quick Seller.

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## Our Money Talks



“Put up or shut up!”

Not elegant, but expressive.

We offer to send cigars “on suspicion.”

We will send 1,000 cigars, charges prepaid, to any reliable grocer in Canada, and will take back at invoice price any stock unsold at the end of three months. No quibbling. Thus the grocer is positively protected.

We don't want the cigars back, so you can depend upon it that what we send will be right;—“too good to return,” is the way one grocer put it.

How many 10c.-“Pharaohs” and 5c.-“Pebbles” shall we include.

J. BRUCE PAYNE, LIMITED, Mfrs.,

GRANBY, QUE.

## A NEW YEAR'S RESOLVE



“I hereby solemnly undertake to sell **T. & B. 10c. size** Smoking Tobacco during the year we have just entered upon. I am only sorry that I have not been doing so all along.”

—JOHN ALDERMAN

For more particulars, write us.

**Geo. E. Tuckett & Son Co., LIMITED**

HAMILTON, CANADA.

### THAT OFFER

we have been making on Pipes we feel like continuing. The response from grocers was greater than our expectation. Here it is again :

On approval, 3 dozen assorted pipes, \$6.00, return if not satisfactory. Pipes will retail at 25c. to 75c. We pay carrying charges.

**W. B. REID & CO.,**  
Wholesale Tobacconists  
58 Yonge St., TORONTO.

### Popular Brands:

- "QUEEN'S NAVY,"
- "UNION JACK,"
- "CONQUEROR,"
- "WIG WAG,"  
(Great 5c. plug.)

MANUFACTURED BY  
**The Erie Tobacco Company**  
WINDSOR, ONTARIO.



The Compliments  
of the Season,  
Gentlemen.

May the New  
Year be a very  
prosperous one  
with you.

**T. J. Horrocks,**  
Wholesale Tobacconist  
Wellington St. East, TORONTO

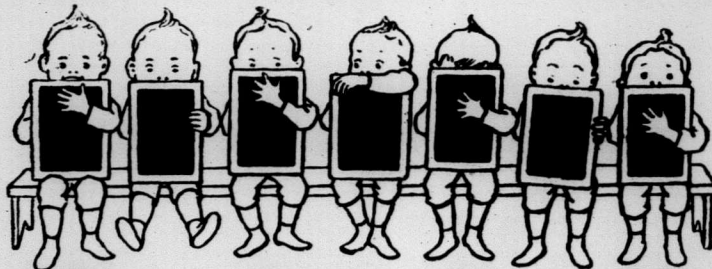
## The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO  
**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF  
**Cigarettes and Cut Tobaccos**

### MAKING THEIR LETTERS



## McALPIN

Don't forget the meaning of "McAlpin" as applied to Tobaccos. And, don't forget to sell McAlpin Tobaccos in 1904

#### Smoking:

TONKA  
SOLID COMFORT  
PINCHIN'S  
HAND MADE

#### Chewing:

BRITISH NAVY  
KING'S NAVY  
BEAVER  
APRICOT

**McALPIN CONSUMERS TOBACCO CO.,**  
TORONTO, CANADA. Limited

officers commanding regiments to prevent smoking in the mess-rooms and in adjoining apartments, and to discourage the practice among the officers of junior rank in their regiments."

In the third year of the twentieth century the foregoing seems somewhat curious reading; and, despite the great Duke's prejudice against it, tobacco played no small part in winning more than one of the great battles that brought him fame and glory. Indeed, it is highly probable, that but for its soothing influence the history of the terrible and prolonged Peninsular campaign would have had a less agreeable interest for the people of England, as well as for our ancient ally more immediately concerned.

#### Output of Mexican Cigars.

There are 670 factories turning out tobacco products in Mexico. The production in all lines is increasing, with the exception of snuff. During the fiscal year 1902-1903, 16,074,174 pounds of cigars were manufactured.

#### Tobacco Culture in Hayti.

THE following information with regard to the cultivation of tobacco in the Negro Republic of Hayti is taken from the report of the Imperial German Resident Minister in Port au Prince: Tobacco, which is the most important article of export in the neighboring islands of Cuba and Porto Rico, as well as in the other parts of the Island of Hayti, which consists of the Republic of San Domingo, is scarcely cultivated at all in the Republic of Hayti. Its cultivation requires too much care and trouble if it is to be remunerative. The only large tobacco plantation was laid out a few years ago by a German firm near Port au Prince. The tobacco cultivated there is chiefly suitable for cigars and cigarettes. The goods are made by hands from Cuba and Jamaica, who teach the Haytians at the same time. The firm would be able to make 10,000 boxes of cigars in a year. But as boxes, paper, labels, and wrapping tobacco have to be imported, and the foreign hands have to be paid in gold, the price of cigars is too high at present. In Port au Prince it is true cigars are sold a cent each, but those for which there is the greatest demand cost from 10 to 14 Haytian cents each, or about 2½d.

#### George Washington's Statue in Tobacco

An exhibit that will attract more than ordinary attention at the World's Fair will be a statue of George Washington made up of tobacco. It will be modelled after the equestrian statue and group in the Capitol Square at Richmond, Va.

## TOBACCOS AND CIGARS

Bright and dark tobacco in the various shades will be used, the pedestal being of Virginia bright tobacco, with the figure of Washington and the surrounding figures in dark tobacco.

Around this monument will be assembled the products of the State of Virginia, such as manufacturers' and dealers' exhibits of tobacco, and also the modern machinery and appliances used in the trade.

Virginians are responding liberally to the requests for money for the exhibit, and it will undoubtedly be a success.

#### How a Chinaman Smokes.

IN Persia and in Japan pipes about the size of a baby's thimble are used, providing two draws—a great waste of time. It is the Chinaman, however, who in smoking gets endless work out of practically nothing at all. He carries a fiddle box about twice the size of an ordinary silver cigarette case. This is half filled with water. In one end is a removable tiny tube to serve as pipe. At the other end is the pipe stem. First of all he removes the tube and blows through it to remove all blockage. Then he fumbles through his awkward clothes, searching for tobacco, and produces a bit of rag in which it is wrapped. Carefully he extracts a wad of tobacco, puts away his rag and slowly plugs the tube, which holds perhaps the tenth part of an ordinary cigarette. But he never has any matches. So he has to borrow or hunt out a brown paper stem and light it—it glows for a long time and can be puffed into flame again—he gives a long draw; slowly, appreciatively, the smoke oozes from between his Celestial lips; he spits; he draws again and gets small result. The smoke is over. He removes the tube, blows through it and the proceeding begins all over again.

#### Buller and the Tommy.

Sir Redvers Buller knows the value of the "divine herb." During the Red River Expedition in 1870 a soldier of the King's Royal Rifles was badly in need of a smoke. Seeing a figure that was familiar just before him, he slapped the individual on the back and asked, "Got a pipeful of baccy, mate?" When the figure turned, revealing the features of Captain Buller, as Sir Redvers then was, the soldier was overwhelmed with confusion. Producing his own empty pipe, the officer replied, "Very sorry I can't oblige, but I haven't a pipeful for myself."

#### Philippine Cigars.

In the Philippines the use of tobacco is universal. The native child acquires the tobacco habit as soon as it is able to walk. In the northern provinces especial

The  
Canadian Grocer



We drop business this week and wish our grocer friends

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Wholesale Tobacconists, TORONTO.

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Our Patent "CORONATION" Floor Case.

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

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

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

ly, it is no uncommon sight to see a child five or six years old puffing vigorously at a big cigar. The women smoke fully as much as the men, and commonly smoke cigars where the men use cigarettes. In the northern parts of Luzon immense cigars, often a couple of feet long and as thick as the wrist, are used. Such a cigar is suspended from a rafter of the house by a string, and smoked during the day by all the members of the family as desired.

#### Tobacco Notes.

On Saturday last "The Grocer" had the pleasure of a visit from Mr. John Kirk, who represents the interests of The J. Bruce Payne, Limited, Granby, P.Q. It would take very little to convince Mr. Kirk that the Payne company and the "Pharaoh" cigar are the two greatest institutions on earth.

## WALL PAPER

THE attention of "The Grocer" has been called to the following articles one of which is from a trade journal published in the United States, and the other from an English trade journal. We believe these will be appreciated by the wall paper dealer as well as by the manufacturer, for both are occasionally troubled with claims that ingrains, and sometimes printed wall papers have stained or spotted when hung. It has been found, on carefully looking into the reason for these imperfections, that in nearly every case the cause of the trouble is not to be found in the goods, but in the method of hanging. The deep rich colorings now so much used, and, in fact, the lighter and more delicate colorings also, require that care should be used in hanging, and the condition of the walls and ceilings must be carefully taken into account.

Paper hung on a room that is damp and cold, and that has been shut up for some time, will frequently stain when the paper is drying out on the wall. Such a room should first be thoroughly aired, and if in winter time should be heated if possible.

Thin, sloppy paste is another frequent cause of trouble. Even for the cheapest papers the paste should be as stiff as it can be worked, and made of good quality flour, and the lengths should never be allowed to soak. Each length should be hung as pasted.

The suggestions are well worth preserving for reference. It will be noticed that each of the experts referred to employs a different method in some respects, and in some particular jobs the one method might have advantages over the other. This is where the experience of the paperhanger should be in evidence. The articles are as follows:

### Discoloration of Ingrains and How to avoid it.

In conversation with a gentleman connected with the paper-hanging trade, bearing on this topic, he gave us the result of his experience, which may be worth while putting into print for the benefit of others. He set out with the statement that he would guarantee to make a good job anywhere, and he recited this experience.

A customer came with a client and selected a paper, a blue ingrain, patterned. The painter took it away, and in due course it was hung. Within a few days complaints came to the warehouse that the paper was faulty, and had dried all in patches. To appease the "customer's" "customer," a new paper was supplied free of charge—this time a red one—and sent on to the job. This was hung, and after the usual "decent" interval the complaint came along, accentuated and emphasized by vigorous adjectival English, and demands for compensation.

It was at this stage that our informant came on the scene. He had been away on his holidays, and the transactions had all taken place during his absence. As an expert the matter was referred to him, and he took it up in earnest. He found (1) that the wall on which it was hung was a painted wall, (2) that the work had been done on a wet day, (3) that the paper hanger had religiously kept closed up every avenue of air, (4) that he had not lined the painted walls prior to papering, and (5) that he had used thin, sloppy paste.

The room was thereupon done under the direct supervision of the expert. First the walls were stripped and lined, the lining being hung horizontally. Secondly, the paste was made very strong, but stiff. Thirdly, the windows and doors were kept closed while the paper was being hung. Fourthly, the paper was pasted as "dry" as could be done with safety, and not allowed to stand; and, fifthly, as soon as the walls were hung, doors and windows were opened to circulate the air as much as possible, and, with a fire in the grate, the original blue paper was hung—and turned out an unqualified success. Our informant said that with these conditions, i.e., stiff, strong paste, free from alum, dry pasting, walls lined when the under surfaces are painted (brown paper in sheets preferred), he would guarantee the work turning out well in ninety-nine cases out of one hundred. We believe he is right!!—From the Journal of Decorative Art.

### Valuable Hints on Hanging Wall Paper.

By E. A. Edmunds, Brooklyn.

The manner of treatment described in the following lines has served me with unqualified success for many years:

First, prepare the walls. If they are painted, size them with washing soda; nothing else. Make the solution strong enough so that you can see it eat the paint as you spread it on. Care should be taken to prevent it from running down over the finished woodwork. When dry it will be ready to receive the paper. The treatment makes the paint porous so that the paste can take hold and obviate the disasters of "peeling off" and "opening" at the joints on becoming thoroughly dry. It destroys grease and renders the semi-saponified paint to good purpose as a backing.

The wall should always be sand-papered to remove the small lumps after plastering up the holes and cracks.

If the walls be clean, hard finished plaster, irrespective of their age, I treat them with a strong solution of glue and vinegar (either vinegar preferred). Dissolve the glue in water over a slow fire, then thin down with vinegar, and apply copiously. The vinegar destroys the enemy (lime) which causes the paper to shrink apart at the joints and bleach out in spots. I cannot recall an instance where this solution has failed, even on soft, chalky, "hot" walls. All new walls or parts of walls should be treated with a coat of this vinegar size.

In no case should good papers be put on over old ones, or over kalsomine.

The factor that contributes most to the appearance of a nice room is cleanliness; without this your work will be a failure, irrespective of the cost of paper. In order to attain this you must use your paste so heavy that it is barely possible to work it out evenly on the back of the goods without injuring them. This applies to all grades and kinds of wall hangings, whether of paper or tapestry. In the latter case (tapestry fabrics) it is often advisable to paste the wall, then "roll" the goods on.

The knife and straight edge should be used to trim with, especially on heavy goods. For "butted" work hang the strips from a sixteenth to an eighth of an inch

# WALL PAPER

Remember this is JANUARY—in a few weeks the Spring WALL PAPER trade will be in full swing—are you ready for it? Not many dealers delay buying this late—if you are one of the “late ones” take a suggestion—ORDER now, before the choice is further curtailed. Write us for salesman to call or for samples.

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TORONTO CANADA



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We Wish Our Friends and the Trade Generally

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and

**"A Prosperous New Year."**

**S. H. & A. S. EWING**

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

apart, then work them gradually together, and when you have the room all hung, carefully roll down the joints, then with a clean wet sponge moisten the joint by passing the sponge over it once only. This latter act is to remove the gloss the roller makes, and applies to in-grains or other pulp papers. Do not sponge printed or surfaced goods, the colors will run.

The practice of these formulas obviates the use of lining paper, except where they must be used to prevent the heaviest goods, such as Linerusta, etc., from pulling the putty coat of plaster off. Carpets, Wall Paper and Curtains.

**TRAVELLERS' MUTUAL BENEFIT.**

THE Commercial Travellers' Mutual Benefit Society met in the Y.M.C.A. parlors, Toronto, Saturday night, week, to nominate the officers for the coming year. The elections will take place on January 23. President George Anderson was in the chair. The reports show that

this has been one of the most successful years of the society.

The following were nominated:

President, S. R. Wickett, E. Fielding.

Vice President, Joseph Taylor, R. R. Davis.

The following were re-elected:

Treasurer, J. A. Ross.

Trustees, Toronto, H. E. Bond, Robert Maxwell, G. E. A. Bradshaw, George H. Haslem, F. J. Zammers; Hamilton, E. A. Daly, J. Hooper; Montreal, C. L. Shorey, W. E. Ramsay; Kingston, M. S. Sutherland, J. F. Baker; London, J. M. Dillon, W. H. Escott; Winnipeg, Hyman Miller, C. C. McGlashan; Brantford, J. P. Morrison, J. W. Harris; Berlin, C. Haenn, J. Knuff; Guelph, H. F. Molden.

The following new branches were opened: Barrie, R. M. Butler; Peterboro, A. G. Dickson; Chatham, F. C. Stegman.

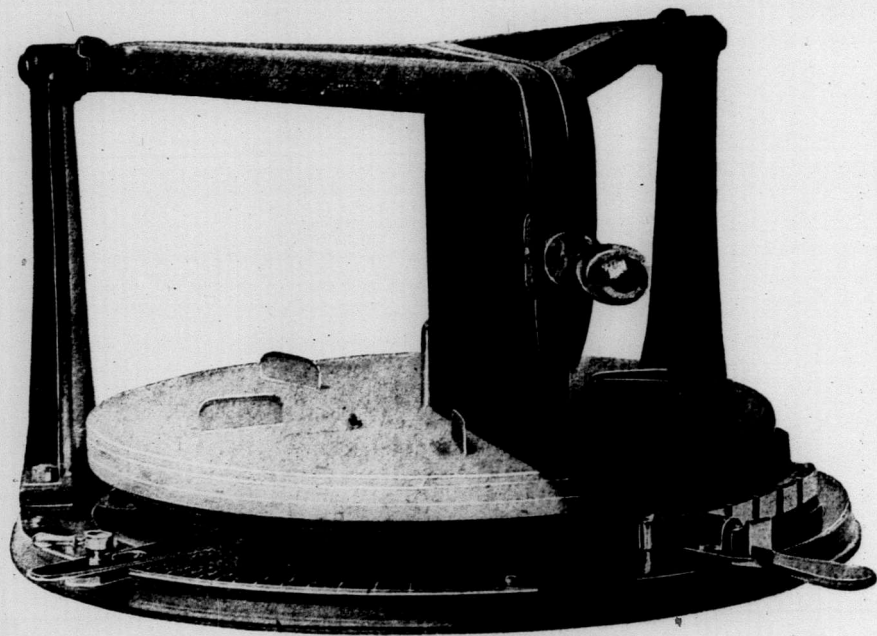
It was decided that the Toronto trustees might appoint trustees for Windsor, St. Catharines, Stratford, Ottawa, and St. Thomas.

**A HANDSOME "CONDOR" TRAY.**

E. D. Marceau, Montreal, is offering to his customers a magnificent Japanese bronze card tray as a souvenir. This tray is a sample of the very fine work Japanese artists are noted for, and will prove an ornament to any house. If buyers of "Condor" Japan teas will drop Mr. Marceau a line at 285 St. Paul street, he will take pleasure in forwarding them one of these handsome trays.

**ORDER FROM SOUTH AFRICA.**

Henri Jonas & Co., Montreal, are in receipt of an order from a firm in Durban, Natal, this week. The knowledge of the excellent quality of Jonas' Flavoring Extracts having been carried to that distant part of the British Empire is most flattering to the firm. It but bears out the general rule that where once introduced these goods will hold their own. When the Yukon business first opened up a consignment of Jonas' Extracts was among the first orders sent up, and since that time they have been a standard there.



We have recently taken up the manufacture and sale of the

**Templeton Cheese Knife**

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

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December 31, 1903.

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| Baking Powder.               |           |          |
|------------------------------|-----------|----------|
| Cook's Friend                | Per doz.  |          |
| Size 1, in 2 and 4 doz boxes | \$4 40    |          |
| " 10, in 4 doz boxes         | 2 10      |          |
| " 2, in 6                    | 0 80      |          |
| " 12, in 6                   | 0 70      |          |
| " 3, in 4                    | 0 45      |          |
| Pound tins, 3 doz in case    | 3 00      |          |
| 12-oz. tins                  | 2 40      |          |
| 5-lb.                        | 14 00     |          |
| W. H. GILLARD & CO.          |           |          |
| Diamond                      |           |          |
| 1-lb. tins, 2 doz. in case   | \$2 00    |          |
| 1-lb. tins, 3                | 1 25      |          |
| 1-lb. tins, 4                | 0 75      |          |
| IMPERIAL BAKING POWDER.      |           |          |
| Cases                        | Sizes     | Per doz. |
| 4 doz.                       | 10c.      | \$0 85   |
| 3 doz.                       | 4 oz.     | 1 20     |
| 3 doz.                       | 6 oz.     | 1 75     |
| 1 doz.                       | 12 oz.    | 3 50     |
| 2 doz.                       | 12 oz.    | 3 45     |
| 3 doz.                       | 12 oz.    | 3 40     |
| 2 doz.                       | 16 oz.    | 4 45     |
| 3 doz.                       | 16 oz.    | 4 35     |
| 1 doz.                       | 2 1/2 lb. | 10 40    |
| 1 doz.                       | 3 lb.     | 19 50    |
| MAGIC BAKING POWDER.         |           |          |
| Cases                        | Sizes     | Per doz. |
| 6 doz.                       | 5c.       | \$0 40   |
| 4 "                          | 4-oz.     | 0 60     |
| 4 "                          | 6 "       | 0 75     |
| 4 "                          | 8 "       | 0 95     |
| 4 "                          | 12 "      | 1 40     |
| 2 "                          | 12 "      | 1 45     |
| 4 "                          | 16 "      | 1 65     |
| 2 "                          | 16 "      | 1 70     |
| 1 "                          | 2 1/2 lb. | 4 10     |
| 1 "                          | 5 "       | 7 30     |
| 1 "                          | 6 oz.     | Per case |
| 1 "                          | 12 "      | \$4 55   |
| 1 "                          | 16 "      |          |
| JERSEY CREAM BAKING POWDER.  |           |          |
| ze, 5 doz. in case           |           | \$0 40   |
| " 4 "                        |           | 0 75     |
| " 3 "                        |           | 1 25     |
| " 2 "                        |           | 2 25     |

| OCEAN MILLS.                             |           |          |
|--|-----------|----------|
| Ocean Baking Powder, 1/4 lb., 4 doz.     | \$ 45     | Per doz. |
| Ocean Baking Powder, 1/4 lb., 5 doz.     | 90        |          |
| Ocean Baking Powder, 1 lb., 3 doz.       | 1 25      |          |
| Ocean Borax, 1-lb. packages, 4 doz.      | 40        |          |
| Ocean Cornstarch, 40 pks. in a case.     | 78        |          |
| Freight paid, 5 p.c. 30 days.            |           |          |
| ROYAL BAKING POWDER CO.                  |           |          |
| Sizes                                    | Per Doz.  |          |
| Royal-Dime                               | \$ 1 00   |          |
| 1 lb.                                    | 1 60      |          |
| 6 oz.                                    | 2 25      |          |
| 4 lb.                                    | 2 90      |          |
| 12 oz.                                   | 4 50      |          |
| 1 lb.                                    | 5 75      |          |
| 3 lb.                                    | 15 50     |          |
| 5 lb.                                    | 25 50     |          |
| Cleveland's-Dime.                        |           |          |
| Sizes                                    | Per Doz.  |          |
| 1 lb.                                    | \$ 1 00   |          |
| 6 oz.                                    | 1 50      |          |
| 4 lb.                                    | 2 20      |          |
| 12 oz.                                   | 2 80      |          |
| 1 lb.                                    | 4 25      |          |
| 1 lb.                                    | 5 50      |          |
| 3 lb.                                    | 15 00     |          |
| 5 lb.                                    | 25 00     |          |
| VIENNA BAKING POWDER.                    |           |          |
| Sizes                                    | Per doz.  |          |
| 1-lb. tins, 4 doz. in box                | \$2 25    |          |
| 1-lb. tins, 4 doz. in box                | 1 25      |          |
| 1-lb. tins, 4 doz. in box                | 75        |          |
| Blacking.                                |           |          |
| HENRI JONAS & CO.                        |           |          |
| Jonas                                    | Per gross | \$9 00   |
| Fronments                                |           | 7 50     |
| Military dressing                        |           | 24 00    |
| Blue.                                    |           |          |
| Keen's Oxford, per lb.                   | \$0 17    |          |
| In 10-box lots or case                   | 0 16      |          |
| Reckitt's Square Blue, 12-lb. box        | 0 17      |          |
| Reckitt's Square Blue, 5 box lots        | 0 16      |          |
| Gillett's Mammoth, 1/4 gross box         | 2 00      |          |
| Nixey's "Cervus," in squares, per lb.    | 0 16      |          |
| " " in bags, per gross                   | 1 25      |          |
| " " in pepper boxes,                     |           |          |
| according to size                        | 0 02      | 0 10     |
| Black Lead.                              |           |          |
| Reckitt's, per box                       | \$1 15    |          |
| Box contains either 1 gross, 1 oz. size; |           |          |
| 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.    |           |          |



JAMES DOME BLACK LEAD.

Per gross  
6a size.....\$2 40  
2a size..... 2 50

| Borax.                                |        |  |
|---------------------------------------|--------|--|
| "Bee" brand, 5 oz., cases, 40 pkgs.   | 1 40   |  |
| 10 oz., cases, 48 "                   | 3 25   |  |
| 16 oz., cases, 48 "                   | 4 25   |  |
| Brooms.                               |        |  |
| UNITED FACTORIES, LIMITED. doz. net.  |        |  |
| Boeckh's Bamboo Handles, A, 4 strings | \$4 70 |  |
| " " " " " " B, 4 "                    | 4 40   |  |
| " " " " " " C, 3 strings              | 4 10   |  |
| " " " " " " D, 3 "                    | 3 85   |  |
| " " " " " " F, 3 "                    | 3 55   |  |
| " " " " " " G, 3 "                    | 3 20   |  |
| " " " " " " I, 3 "                    | 2 85   |  |

| Canned Goods.                          |         |        |
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| HENRI JONAS & CO.                      |         |        |
| Mushrooms, Rionel                      | \$15 50 |        |
| 1st choice Dutheil                     | 18 50   |        |
| " " Lenoir                             | 19 50   |        |
| " " extra Lenoir                       | 22 00   |        |
| Per case, 100 tins.                    |         |        |
| French Peas, Delory's—                 |         |        |
| Moyen's No. 2                          | \$9 00  |        |
| No. 1                                  | 10 50   |        |
| 1/2 Fins                               | 12 50   |        |
| Fins                                   | 14 00   |        |
| Tres fins                              | 15 00   |        |
| Extra fins                             | 16 50   |        |
| Sur extra fins                         | 18 00   |        |
| French Sardines—                       |         |        |
| 1/2 Rolland                            | 9 50    | 10 00  |
| 1/2 Delory                             | 10 50   |        |
| 1/2 Club Alps                          | 2 50    |        |
| FRED. MAGEE                            |         |        |
| Smelts in spices, in 1/2-lb round tins | 0 90    | \$1 00 |
| " " mustard, in 1/2-lb oval "          | 0 95    | \$1 05 |
| " " Tomato, in 1/2-lb. "               | 0 95    | \$1 05 |

| Cereals.                               |          |  |
|--|----------|--|
| Wheat OS, 2-lb. pkgs., per pkg.        | 0 08     |  |
| " " 7-lb. cotton bags, per bag.        | 0 18 1/2 |  |
| Quaker Oats, 2-lb. pkgs., per case.    | 3 00     |  |
| Tillson's Oats, 2-lb. pkgs., per case. | 3 00     |  |

| Chocolates and Cocos.                        |          |          |
|--|----------|----------|
| THE COWAN CO., LIMITED.                      |          |          |
| Cocoa—                                       |          |          |
| Hygienic, 1-lb. tins                         | per doz. | \$6 75   |
| " " 1-lb. tins                               |          | 3 50     |
| " " 1-lb. tins                               |          | 2 00     |
| " " fancy tins                               |          | 0 85     |
| 5-lb. tins, for soda water                   |          |          |
| fountains, restaurants, etc., per lb.        |          | 0 50     |
| Perfection, 1-lb. tins, per doz.             |          | 2 40     |
| Cocoa Essence, sweet, 1-lb. tins,            |          |          |
| per doz.                                     |          |          |
| Chocolate—                                   |          |          |
| Queen's Dessert, 1/2's and 1/4's             | per lb.  | \$0 40   |
| " " 6's                                      |          | 0 42     |
| Mexican Vanilla, 1/2's and 1/4's             |          | 0 35     |
| Royal Navy Rock,                             |          | 0 30     |
| Diamond,                                     |          | 0 25     |
| " " 8's                                      |          | 0 28     |
| FRY'S.                                       |          |          |
| Chocolate—                                   |          |          |
| Caracas, 1/2's, 6-lb. boxes                  | per lb.  | \$0 42   |
| Vanilla, 1/2's                               |          | 0 42     |
| " " Gold Medal, sweet, 1/2's, 6-lb. boxes    |          | 0 29     |
| Pure, unsweetened, 1/2's, 6-lb. boxes        |          | 0 42     |
| Fry's "Diamond," 1/2's, 14-lb. boxes         |          | 0 24     |
| Fry's "Monogram," 1/2's, 14-lb. boxes        |          | 0 24     |
| Cocoa—                                       |          |          |
| Concentrated, 1/2's, 1 doz. in box           | Per doz. | 2 40     |
| " " 1-lb. "                                  |          | 4 50     |
| " " 1-lb. "                                  |          | 8 25     |
| Homoeopathic, 1/2's, 14-lb. boxes            |          |          |
| " " 1/2's, 12-lb. boxes                      |          |          |
| Epp's Cocoa, case of 14 lb., per lb.         |          | 0 35     |
| Smaller quantities                           |          | 0 37 1/2 |
| JOHN P. MOTT & CO.'S.                        |          |          |
| R. S. McIndoe, Agent, Toronto.               |          |          |
| Mott's Broma                                 | Per lb.  | \$0 36   |
| Mott's Prepared Cocoa, 1/2's and 1/4's boxes |          | 0 28     |
| Mott's Breakfast Cocoa, 1/2's in boxes       |          | 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 23     |
| Mott's Navy Chocolate, 1/2's in boxes        |          | 0 27     |
| Mott's Cocoa Nibbs                           |          | 0 35     |
| Mott's Cocoa Shells                          |          | 0 05     |
| Vanilla Sticks, per gross                    |          | 1 00     |
| Mott's Confectionery Chocolate               | 0 21     | 0 32     |
| Mott's Sweet Chocolate Liquors               | 0 20     | 0 38     |
| WALTER BAKER & CO., LIMITED.                 |          |          |
| Premium No. 1 chocolate, 12-lb. boxes        | Per lb.  | \$0 38   |

resolutions are now in order

for

1904

let ONE of yours be

to handle "Crown"



brand

Table Syrup

this syrup is revolutionizing the sale of syrup in Canada—every grocer alive to the interests of his customers and his own profit is selling "Crown" Table Syrup. ARE YOU ?

— put up in 2-lb. Tins, 24 to case,  
5-lb. " 12 "  
10-lb. " 6 "  
20-lb. " 3 "  
also in Barrels, 1/2 Barrels and Kegs. and  
3-gallon and 2-gallon pails.  
Ready for shipment. No delay.

Look for the "Crown" on the package.

EDWARDSBURG STARCH CO'Y, Limited  
ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

Vanilla chocolate, 6-lb. boxes ..... 0 47  
German sweet, 6-lb. boxes ..... 0 27  
Breakfast cocoa, 1/4, 1 and 5-lb tins 0 43  
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes 0 35  
Caracas sweet chocolate, 6-lb. boxes 0 37  
Caracas tablets, 100 bundles, tied 5's,  
per box ..... 3 00  
Soluble chocolate (hot or cold soda)  
1-lb. cans ..... 0 42  
Vanilla chocolate wafers, 48 to box,  
per box ..... 1 56

Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00  
evap. cream, cp. 4d. 4 65



Borden's Condensed Milk Co.

Eagle brand ..... \$1 65  
Gold Seal brand ..... 1 30  
Peerless brand evaporated cream ..... 1 02



"Reindeer" Brand  
Case (4 doz) \$5.60

Coffee.

Bee brand, 1 lb. tins, cases, 30 tins 9 00  
" 2 lb. tins, cases, 15 tins 8 70  
THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb.  
Club House ..... 0 32  
Royal Java ..... 0 31  
Royal Java and Mocha ..... 0 31

Nectar ..... 0 30  
Empress ..... 0 28  
Duchess ..... 0 26  
Ambrosia ..... 0 25  
Fancy Bourbon, ..... 0 20  
High Grade package goods—  
Gold Medal, 2-lb. tins ..... 0 30  
Gold Medal, 1-lb. tins ..... 0 31  
Kin Hee, 1-lb. tins ..... 0 30  
Cafe Des Gourmets, ground only, 1-  
lb. glass jars ..... 0 30  
English Breakfast, ground only 1-  
lb. tins ..... 0 18

JAMES TURNER & CO. Per lb.

Mecca ..... \$0 32  
Damascus ..... 0 28  
Cairo ..... 0 20  
Sirdar ..... 0 17  
Old Dutch Rio ..... 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java ..... \$0 22 1/2  
Mocha ..... 0 22 1/2  
"Condor" Java ..... 0 27 1/2  
Mocha ..... 0 27 1/2  
15-year-old 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.  
Rio No. 1 ..... 0 11

WILLISON'S TURKEY COFFEE. Per lb.

1-lb tins, 48-lb cases ..... 30

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

Mocha and Java coffee, in 1-lb tins, 30-  
lb cases ..... 32  
Mocha and Java coffee, in 2-lb tins, 30-  
lb cases ..... 29

Cheese.

Imperial—Large size jars ..... per doz. \$8 25  
Medium size jars ..... 4 50  
Small size jars ..... 2 40  
Individual size jars ..... 1 00  
Imperial holder—Large size ..... 18 00  
Medium size ..... 15 00  
Small size ..... 12 00  
Roquefort—Large size ..... 2 40  
Small size ..... 1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co.,  
Limited, Toronto. C. O. Beauchemin &  
Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- Covers and num Coupons and bered. numbered.  
In lots of less than 100 books, 1 kind assorted. 4c. 4 1/2c.  
100 to 500 books ..... 3 1/2c. 4c.  
100 to 1,000 books ..... 3c. 3 1/2c.  
Allison's Coupon Pass Book.  
\$1 00 to 3 00 books ..... 3 cents each  
5 00 books ..... 4 "  
10 00 " ..... 5 1/2 "  
15 00 " ..... 6 1/2 "  
20 00 " ..... 7 1/2 "  
25 00 " ..... 8 "  
50 00 " ..... 12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.  
Clothes pins (full count), 5 gross in case, per case ..... \$0 62  
4 doz. packages (12 to a case) ..... 0 75  
6 doz. packages (12 to a case) ..... 0 95

Cleaner.

Per doz.  
4-oz. cans \$ 0 90  
6-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00

Wholesale Agents:  
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.  
2-oz. London extracts ..... \$ 6 00  
2-oz. " " (no corkscrews) ..... 5 50  
2-oz. Spruce essence ..... 9 00  
2-oz. " ..... 6 00  
2-oz. Anchor extracts ..... 9 00  
4-oz. " ..... 12 00  
1-oz. " ..... 21 00  
1-lb. " ..... 36 00  
1-oz. flat ..... 70 00  
1-lb. flat ..... 9 00  
2-oz. flat bottle extracts ..... 18 00  
2-oz. square bottle " ..... 21 00  
4-oz. " (corked) ..... 36 00  
8-oz. " ..... 72 00  
Per doz.  
8-oz. " glass stop extracts ..... \$3 50  
8-oz. " ..... 7 00  
2 1/2-oz. round quint essence extracts ..... 2 00  
4-oz. jockey decanters ..... 3 50

Food.

Per doz.  
Robinson's patent barley 1-lb. tins ..... \$1 25  
" 1-lb. tins ..... 2 25

groats 1-lb. tins ..... 1 25  
" 1-lb. tins ..... 2 25  
Knox's No. 1 sparkling ..... Per gross \$15 00  
" 6 doz. at ..... Per doz. \$1 30  
No. 3 acidulated, at ..... \$1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.  
Frank Magor & Co., Agents.  
Orange marmalade ..... \$1 50  
Clear jelly marmalade ..... 1 80  
Strawberry W. F. jam ..... 2 00  
Raspberry " ..... 2 00  
Apricot " ..... 1 75  
Black currant " ..... 1 85  
Other jams ..... \$1 55  
Red currant jelly ..... 2 75

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz. \$0 95  
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06  
5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb. 0 06  
7, 14 and 30-lb. wood pails, ..... 0 06  
Pure Fruit Jellies ..... 0 06  
1-lb. glass jars, 2 doz. in case, per doz. 0 95  
7, 14 and 30-lb. wood pails, ..... per lb. 0 06  
Home Made Jams .....  
1-lb. glass jars (16-oz. gem.) 1 doz. in case ..... per doz. 1 50  
5 and 7-lb. tin pails ..... per lb. 0 09  
7, 14 and 30-lb. wood pails ..... 0 09

BRAND & CO.

Brand's calf's foot ..... \$3 50  
Real turtle jelly ..... 7 75

Licorice.

NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper ..... per lb. \$0 40  
Fancy boxes (36 or 50 sticks) ..... per box 1 25  
" Ringed " 5-lb. boxes ..... per lb. 0 40  
" Acme " pellets, 5-lb. cans ..... per can 2 00  
" (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars ..... 1 75  
" 20 5-lb. cans ..... 1 50  
" Purity " licorice 10 sticks ..... 1 45  
" 100 sticks ..... 0 73  
Dulce large cent sticks, 100 in box ..... 0 73

Lye (Concentrated).

GILLETT'S PERFUMED. Per case  
1 case of 4 doz. ..... \$3 60  
3 cases ..... 3 50  
5 cases or more ..... 3 40

RECKITT'S BLUE and ZEBRA PASTE (Always give your Customers Satisfaction.)

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

**Mustard.**  
COLMAN'S OR KEEN'S.  
D. S. F., 1-lb. tins per doz. \$1 40  
1-lb. tins 2 50  
1-lb. tins 5 00  
Durham 4-lb. jar per jar. 0 75  
1-lb. jar 0 25  
F. D., 1-lb. tins per doz. 0 85  
1-lb. tins 1 45

HENRI JONAS & CO.  
Per gross.  
Pony size \$7 50  
Imperial, medium 9 00  
Imperial, large 12 00  
Tumblers 12 00  
Mugs 13 20  
Pint jars 18 00  
Quart jars 4

E. D. MARCEAU, Montreal.  
"Condor," 12-lb. boxes—  
1-lb. tins per lb. \$0  
1-lb. tins 0 35  
1-lb. tins 0 32 1/2  
4-lb. jars per jar 1 20  
1-lb. jars 0 35  
Old Crow, 12-lb. boxes—  
1-lb. tins per lb. 0 25  
1-lb. tins 0 23  
1-lb. tins 0 22 1/2  
4-lb. jars per jar 0 70  
1-lb. jars 0 25

**Olive Oil.**  
Per case.  
Barton & Guestier's quarts \$9 00  
pints 0 00

**Orange Marmalade.**  
THE EBY, BLAIN CO., LIMITED.  
Anchor brand, 1-lb. glass \$1 50  
quart gem jars 3 40  
T. UPTON & CO.  
1-lb. glass jars, 2 doz. case per doz. \$0 95  
Home-made, in 1-lb. glass jars 1 50  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.  
Pure fruit stock—  
10-oz. glass jars, 2 1/2 doz. case per doz. \$1 00  
16-oz. glass jars, 2 doz. case 1 50  
Quart gems, 1 doz. case 3 35  
In 5-lb. tins per lb. 0 09

**Pickles.**  
STEPHENS.  
A. P. Tippet & Co's, Agents.  
Cement stoppers (pints) per doz. \$2 30  
Corked 1 90

**Sauces.**  
BRAND & CO.  
Worcester \$1 85  
Tomato catsup 2 00  
Mayfair relish 2 00  
Indian chutney 1 75  
Mango 2 25  
A 1 1 70 2 60 3 15

**Soda.**  
COW BRAND.  
DWIGHT'S  
BAKING SODA  
Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1/2-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

EMPIRE BRAND.  
Brunner, Mond & Co.  
Case 120 1/2-lb. pkts. (60 lb.), per case, \$2 70.  
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.  
Per case.  
No. 1, cases, 60 1-lb. packages \$2 75  
No. 2, " 120 1/2-lb. " 2 75  
No. 3, " 30 1-lb. " 2 75  
" 60 1/2-lb. " }  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case 2 85  
5 cases 2 75  
"BEE" BRAND.  
Bee brand, 8 oz., cases, 120 pkgs. } Per case  
" 10 oz., cases, 96 pkgs. } \$2 75  
" 16 oz., cases, 60 pkgs. }

**Soap.**  
A. P. TIPPET & CO., Agents.  
Maple soap, colors per gross \$10 20  
black 15 30  
Oriole soap 10 20  
Gloriola soap 12 00  
Straw hat polish 10 20

**Starch.**  
EDWARDSBURG STARCH CO., LIMITED.  
Laundry Starches— per lb.  
No. 1 White or blue, 4-lb. cartons \$0 06  
No. 1 " 3-lb. " 0 06  
Canada laundry 0 05  
Silver gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver gloss, 6-lb. tin canisters 0 07 1/2  
Edward's silver gloss, 1-lb. pkg. 0 07 1/2  
Kegs silver gloss, large crystal 0 06 1/2  
Benson's satin, 1-lb. cartons 0 07 1/2  
No. 1 white, blbls. and kegs 0 05 1/2  
Benson's enamel per box 1 25 to 2 50

Culinary Starch—  
Benson & Co's Prepared Corn 0 06 1/2  
Canada Pure Corn 0 05 1/2  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
Edwardsburg No. 1 white or blue, 4-lb. lumps 0 08 1/2  
"Bee" brand, cases, 64 packages 5 00

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 05  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lb. 0 06  
Barrels, 200 lb. 0 05 1/2  
Kegs, 100 lb. 0 05 1/2  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07 1/2  
6-lb. enameled tin canisters, 8 in case 0 07 1/2  
Kegs, ex. crystals, 100 lb. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lb. \$0 07 1/2  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 2 50  
Celluloid Starch—  
Boxes of 45 cartons, per case 3 40  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 06 1/2  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lb. 0 06 1/2  
Crystal Maize Corn Starch—  
1-lb. packages, boxes 40 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED  
Ontario and Quebec.  
Culinary Starches—  
St. Lawrence corn starch, 40 lb. 0 06 1/2  
Durham corn starch, 40 lb. 0 05 1/2  
Laundry Starches—  
No. 1 White, 4-lb. cartons, 48 lb. 0 06  
" 3-lb. cartons, 36 lb. 0 06  
" 200-lb. bbl. 0 05 1/2  
" 100-lb. kegs 0 05 1/2  
Canada Laundry, 40 to 46 lb. 0 05  
Ivory Gloss, 8-6 family pkgs., 48 lb. 0 07 1/2  
" 1-lb. fancy, 30 lb. 0 07 1/2  
" large lumps, 100-lb kegs 0 06 1/2  
Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2  
Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2

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

**Stove Polish.**  
The RISING SUN  
STOVE POLISH  
For durability and for cheapness this preparation is truly unrivalled.

Per gross.  
Rising Sun, 6 oz. cakes, 1/2-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/2-gross boxes 10 00  
Sun Paste, 5c. size, 1/2-gross boxes 5 00



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

**Tea.**  
SALADA CEYLON.  
Wholesale. Retail.  
Brown Label, 1 s. \$0 20 \$0 25  
Green Label, 1 s. and 1/2 s. 0 21 0 26  
Blue Label, 1 s., 1/2 s., 1/4 s. and 1/8 s. 0 22 0 30  
Red Label, 1 s. and 1/2 s. 0 30 0 40  
Gold Label, 1/2 s. 0 36 0 50

KOLONA  
PURE CEYLON TEA  
BLACK  
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 25c. \$0 19  
1/2-lb. 0 20  
Blue Label, retail at 30c. 0 22  
Green Label 40c. 0 28  
Red Label 50c. 0 35  
Orange Label 60c. 0 42  
Gold Label 80c. 0 55

RAM LAL'S  
PURE INDIAN TEA  
Cases, each 60 1-lb. \$0 39  
60 1/2-lb. } 0 35  
30 1-lb. }  
120 1/2-lb. } 0 36

LUDELLA CEYLON, 1 S AND 1/2 S PKGS.  
Blue Label, 1 s. \$0 18 1/2 \$0 25  
Blue Label, 1/2 s. 0 19 0 25  
Orange Label, 1 s. and 1/2 s. 0 21 0 30  
Brown Label, 1 s. and 1/2 s. 0 28 0 40  
Brown Label, 1/2 s. 0 30 0 40  
Green Label, 1 s. and 1/2 s. 0 35 0 50  
Red Label, 1/2 s. 0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.  
"Elephant" Brand.  
Blacks— Wholesale. Retail.  
Tetley's Extra quality \$0 65 \$1 00  
" No. 1 " 0 50 0 70  
" Special " 0 42 0 60  
" No. 2 " 0 35 0 50  
" No. 3 " 0 30 0 40  
" 30c. " 0 22 0 30  
" No. 4 " 0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens— Wholesale. Retail.  
No. 1 \$0 35 \$0 50  
No. 2 0 30 0 40  
No. 3 0 20 0 25  
Packed same as blacks.

"CROWN" BRAND.  
Wholesale. Retail.  
Red Label, 1-lb. and 1/2 s. \$0 35 \$0 50  
Blue Label, 1-lb. and 1/2 s. 0 28 0 40  
Green Label, 1-lb. 0 19 0 25  
Green Label, 1/2 s. 0 20 0 25  
Japan, 1 s. 0 19 0 25

E. D. MARCEAU, Montreal.  
Japan Teas—  
"Condor" I 40-lb. boxes \$0 42  
" II 40-lb. boxes 0 40  
" III 80-lb. 0 37  
EMD AAA Japan, 40 lb "at" 0 35  
AA 40 " 0 32 1/2  
Blue Jay, basket fired Japan, 70 lbs. 0 30

"Condor" IV 80-lb. " 0 43  
" V 80-lb. " 0 30  
" XXXX 80-lb. boxes 0 25  
" XXXX 30-lb. " 0 26  
" XXX 80-lb. " 0 22 1/2  
" XXX 30-lb. " 0 23 1/2  
" XX 80-lb. " 0 20  
" XX 30-lb. " 0 21  
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 0 30

Black Teas—"Nectar" in lead packets  
Green Label, retails 0 26 at 0 20  
Chocolate Label 0 35 at 0 25  
Blue Label 0 50 at 0 36  
Maroon Label 0 60 at 0 45  
Fancy tins—Chocolate, 1-lb 0 32 1/2  
" Blue, 1-lb. 0 42 1/2  
" Maroon, 1-lb. 0 50  
" Maroon, 1-lb. 1 50

"Condor" Ceylon black tea in lead packets  
Green Label, 1/2 s. and 1 s., 60-lb. cases 0 25 at 0 20  
Grey Label, 1/2 s. and 1 s., 60-lb. cases 0 30 at 0 23  
Yellow Label, 1/2 s. and 1 s., 60-lb. cases 0 35 at 0 26  
Blue Label, 1/2 s. and 1 s., 50-lb. cases 0 40 at 0 30  
Red Label, 1/2 s. and 1 s., 50-lb. cases 0 50 at 0 34  
White Label, 1/2 s. and 1 s., 50-lb. cases 0 60 at 0 40

Black Teas—"Old Crow" blend—  
Bronzed tins of 10, 25, 50 and 80-lb.  
No. 1 per lb. 0 35  
No. 2 " 0 30  
No. 3 " 0 25  
No. 4 " 0 20  
No. 5 " 0 17 1/2

LIPTON'S TEA (in packages).  
1 lbs & Sold Color of 1/2 lbs. & 1/4 lbs. for Label per lb. per lb.  
Ceylon-India, Ex. ch't A Yellow 45 47 70  
" " B Red 40 42 60  
" No. 1 C Pink 35 37 50  
" 2 C Orange 28 40  
" 3 C L Blue 22 30  
" 4 C L Green 20 25

**Tobacco.**  
THE EMPIRE TOBACCO CO., LIMITED.  
Smoking—Empire, 3/4s, 5s. and 10s. \$0 39  
" Amber, 8s. and 3s. 0 60  
Chewing—Stag, bars, 10 1/2 oz. 0 43  
" Bobs, 5/4s, and 1 1/2s 0 44  
" 10 1/2 oz. bars, 6s. 0 44  
" Currency, 12 oz. bars, 12s. 0 47  
" 6 1/2s. and 12s. 0 47  
" Old Fox, narrow, 12s. 0 47  
" Snowshoe, 14 1/2 oz. b's, sp'd'd 6 1/2 0 51  
" Pay Roll, 7s. and 6 1/2s. 0 52  
" Fair Play, 8s. and 13s. 0 53

**Vinegars.**  
E. D. MARCEAU, Montreal. Per gal.  
EMD, pure distilled, highest quality. \$0 30  
Condor, pure distilled 0 25  
Old Crow 0 20  
Special prices to buyers of large quantities  
JOHN HOPE & CO., Montreal.  
Sir Robert Burnett & Co's English Malt Vinegar 0 60

GRIMBLE'S MALT.  
Bulk, 1-casks, 25 gals. \$5 45 \$10 95  
casks, 60 " 10 25 22 40  
Bottles, cases, 3 doz. 3 25 4 40

**Washing Powder.**  
FAIRBANK'S GOLD DUST.  
Five cases assorted—  
24 25c. packages \$4 65  
100 10c. " 7 80  
100 5c. " 3 90  
Freight prepaid.

**Cane's Woodenware.**  
UNITED FACTORIES, LIMITED.  
Per doz.  
Washboards, Victor \$1 35  
" Crown 1 45  
" Improved Globe 1 60  
" Standard Globe 1 70  
" Original Solid Globe 2 00  
" Superior Sld. Bk. Globe 2 15  
" Jubilee 2 10  
" Pony 0 95  
Diamond King (glass) 3 10  
Tubs, No. 0 10 50  
" 1 " 8 50  
" 2 " 7 50  
" 3 " 6 50  
Pails, No. 1, 2 hoops 1 75  
" 1 90

**Yeast.**  
Royal yeast, 3 doz. 5c. pkgs. in case \$1 00  
Gillett's cream yeast, 3 doz. 1 00  
Jersey cream yeast cake, 3 doz. 5c. 1 00  
Victoria " 3 doz. 5c. 1 00  
" " 3 doz. 10c. 1 80

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Concentrated Sal  
Caustic

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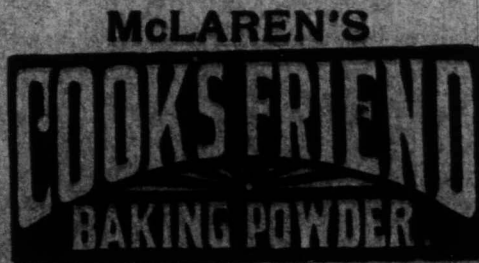
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