

The Wholesale Tea and Grocery Trade and the Manufacture of Brooms, Brushes, etc.

There is probably no single branch of commerce in which there is such a constant demand for large sums of money or which yields more to the revenue of the country than the importation trade in staple groceries. This vast interest therefore deserves to occupy a conspicuous place in a review of the wholesale markets of Quebec. The firms here engaged have for many years, by their large operations, attracted the attention, and won, by the unsurpassed value given in every grade of goods, the patronage of the retail grocery trade, extending over a large territory eastward to the Maritime towns and cities; and westward they are finding a growing field for distribution in the sections recently thrown open by new railroads. Not only do the wholesale grocery houses help to build up the reputation of Quebec as a market for teas, coffees, sugar, liquors, etc., etc., but they attract from the Lower Ports a class of custom which brings orders for every other line of trade. One of the best known representative firms is that of Messrs. Whitehead & Turner, who occupy an extensive four story and basement brick warehouse and yards, specially built for them for their business some three years ago. It is located at the foot of Mountain Hill, at 54 DesSautures street, and enjoys the advantage in location of having wharfage facilities immediately in the rear of the warehouse. The stores of Messrs. Whitehead & Turner are models of neatness and convenience, equipped with every convenience for the rapid transfer of goods from floor to floor, and proving, by the order which pervades every department of the stock that neatness of appearance, regularity and good taste of arrangement, are not incompatible with even the heaviest class of merchandise. The house imports from producers and first hands consignments of all kinds of fancy shelf and staple groceries, teas, sugars, coffees, syrups, tobaccos, fruit and other East and West India products. In this department we may specially mention sugars, molasses and syrups, in which the firm do the largest import trade of any house in this city, characterizing each season the entire freightage of vessels coming between the West Indies and Quebec. The also deal with lines of Grocers' stocks, soups and other goods of home manufacture. We may state that they are proprietors of a large and well-organized flour and bush factory, where a very superior article of flour are milled out, ranging in value from the best to the highest grades, noted in the superior quality of the corn, and in its tasty appearance. The latter features are equally conspicuous in their special makes of painter's, varnish, whitewash, shoe brushes and scrubbers. In the fish and appearance of these goods the finest English and American makes are fully rivaled, and we believe that there is no house in Canada which can put such a uniformly fine list of corn and hair goods of this description on the market. They employ to superintend this department, old and finished workmen. Their exhibit in this line at the Centennial Exhibition in Philadelphia, 1876, was awarded a medal and diploma over other competitors in Canada, which was one of the conspicuous instances of success to Lower Canada exhibitors at that competition. To return to the wholesale grocery portion of their business, the firm deserve to be instanced as giving special attention to the tea trade, in which line the acknowledged experience of Mr. Joseph Whitehead, the senior member, has enabled the firm to supply their customers with lines of the fragrant herb which, at the lowest ruling price, cannot fail but ensure satisfaction. The ability to judge samples of tea and pronounce accurately upon its quality, is one which but few attain to an appreciable degree, but which, when possessed by the importer, can be made highly serviceable to an inexperienced retail buyer. The firm carry in store and in bond a large stock of teas from the low-priced and medium to the very finest grades; and it is but justice to say that no house can offer more desirable lines of goods suitable to the retail trade of Lower Canada. Every department of this business is under the constant and active guidance of both the members of the firm, and if they have today a large connection in the Maritime Provinces as well as in the Eastern Townships, and with local trade, it is due to the thoroughly business principle upon which they endeavor to meet the requirements of

their customers. A travelling representative is steadily on the road, whilst a large amount of business comes to the house by letter or personal purchase. We have only to say, in conclusion, that the ancient capital is well represented in the wholesale grocery trade by the above house, and that our readers in the retail trade, who have not already had dealings with them, will find the house in a good position to cater to their future wants.

The Wholesale Dry Goods Houses of Quebec.

A REPRESENTATIVE FIRM OF LONG STANDING.

That the city of Quebec will henceforward exert a greater share of influence and be regarded by traders as a more important centre of importing operations we have on all sides reliable evidence, and, while the present volume of her wholesale enterprises shows a gratifying progress, her eventual destiny as a foremost competitor for the trade of eastern Canada is a fact to which all indications seem to point. The spring of 1880 finds this city on the eve of one of the most eventful decades in her trade history. The leading houses here, especially in the wholesale dry goods trade, have withstood the trials of severe depression with a showing, as far as regards solvency, of which we have no parallel in the cities of Canada; they have long contended against the prior possession of their legitimate trade territory by western rivals, and, without ostentation, they have given to retail buyers all the advantages which rival cities could fairly offer. As a natural result the leading retail communities, both east and west of this city, are coming round to recognize the ability of Quebec houses to sell them goods not only as cheaply but, being better posted in the requirements of eastern traders, they can fill orders on a more comprehensive and satisfactory footing than the firms in a more distant market. We find here houses who have signalled themselves for their promptness in importing modern goods from the great centres of fashion in London and Paris. As a representative of the English houses that of Wm. McLamont has long held an honorable place as a well-conducted establishment; its main entrance is at 80 St. Peter street in the centre of the wholesale trade. It consists of a massive cut-stone structure, four storeys and basement in height, each that of about 80 x 50 feet, being fully taxed in a well-systematized display of every grade of fancy and staple dry goods imported direct from the manufacturers and first hands in England, France, Germany and the United States. The trade of this house is large, and its position in business circles one of influence and popularity; their buying connections have been steadily consolidated during a career of nearly half a century. A large number of their customers, with a conservatism peculiar to Lower Canadian traders, rely entirely upon the judgment and taste of the house for their supplies of every description of dry goods carried in stock. Their buyers make periodical trips to Europe and select their goods in person, whilst the command of ample capital enables them to buy cheaply, and sell cheap for cash and to approved credit. The management of the establishment is under the constant and direct supervision of the principal in person, aided by a staff who have had the most varied experience in every phase of the dry goods trade. The office department is efficiently managed. All orders by mail and correspondence meets with prompt attention. It is not superfluous for us to ensure a cordial reception and courteous attention to all visitors to the salesrooms, we will therefore take leave of the dry goods representative, well pleased with our investigation, and wishing them a prosperous spring and summer trade, and also bespeaking for the house the patronage which merchants conducting business upon a fair and equitable basis are justified in expecting and receiving at the hands of dry goods dealers who are friendly to the prosperity of the ancient capital.

Hotel Accommodation In Quebec.

In proceeding with our remarks upon the commercial aspect of Quebec we deem it our duty to digress for a while from that subject and refer to the provision which has been made for the comfort and convenience of travellers coming here. The great bulk of the travel coming to Quebec in the past have been directed here by the desire to visit the many sights which the city offers:

teeming, as it were, with historical reminiscences of the past, the spirit of romance, war and traditional legend each have here their sacred shrines, whilst the antiquity of the architecture, the turreted ramparts and cloud-capped fortresses constitute one of its most unique charms. There is, however, one exception in favor of modern progress and refinement which we are glad to chronicle, and that is the hotel accommodation which owes its inception and has won for the city a high reputation in this respect, mainly due to the enterprising efforts, experience and administrative abilities of Mr. Willis Russell, founder of the St. Louis Hotel, and now the manager of the Russell House, which, with the first-named, are under the proprietorship of the Russell Hotel Company. The Russell House, formerly known as the Clarendon, is alone used in winter season, when the travel diminishes. It contains 100 rooms, and has comfortable accommodation for 300 guests. The St. Louis contains some 300 rooms, both single double and in suite, and can find, during the crowded season, accommodation for nearly 600 guests. It is furnished throughout with all the sumptuous elegance of modern luxury and good taste, and is provided with all the accessories generally looked for in a first-class house which aims to enter to the best class of patrons. The rooms both in the St. Louis and the Russell Hotel now in use are comparatively large, well-lighted and ventilated, whilst the landscape panorama which can be seen from the upper stories of both these hotels is probably one of the grandest stretches of diversified scenery in the world. The location is the finest that could be selected, immediately in the centre of the finest portion of the old city, within a few moments' walk of the now famous DuRoi Terrace, which borders the promontory upon which the city is built, formerly known as the Durham Terrace, named after Lord Durham, one of the long ago predecessors of Lord DuRoi as Governor General of Canada. The St. Louis Hotel, which will soon commence to be put into order for the summer travel, is highly popular, especially with American tourists, who look upon the hotel and its general proprietor as a manager as a feature which tends a little to enhance the pleasure of a sojourn in the old city. The regular mile long by rail contain the names of prominent men in the southern states who come yearly and bring their families to enjoy for a time the fine scenery, drives, and pure bracing air, which the high altitude of the city and its proximity to the great bodies of water affords. This hotel will no doubt commence, henceforward, to experience an increase in a patronage of a different class, which will be brought about by the growing commercial importance which the city is commencing to assume, inaugurated by the large provincial and local public enterprises which are now hastening towards completion, and will bear fruit in the increased business intercourse between here and the western province. Whatever may be the future lot of the city, from this standpoint there is one settled question, and that is that the St. Louis and Russell Hotels will, as long as they are managed in their present efficient manner, retain the ascendancy as the headquarters where visitors, desiring comfort, convenience, good attendance and, in fine, good living will put up. Busses run to and from all trains and steamboats, whilst the fares are as reasonable, and every extra incidental to travel may be had as cheaply here as at any other first-class house in the country. It affords us pleasure to place on record for our readers these facts to acquaint all who may, in future, have occasion to visit the Ancient Capital of what they may expect in the matter of hotel accommodation. It is also a just tribute paid to Mr. Willis Russell who, to build up such a reputation, has had here many obstacles to overcome which are peculiar to the hitherto isolated position of the city in many respects, and which can only be understood by those who are familiar by experience with the difficulty of inaugurating an enterprise and establishing a connection where none existed previously.

The Lieutenant Governor in his address at the opening of the Ontario Legislature at Toronto, yesterday, referring to the abolition of the Insolvency Act as imminent, pointed out the desirability of some measure for the equal distribution of the property of execution debtors.

The wholesale and retail trade in drugs.

A FIRM OF 70 YEARS STANDING. The highly important interest to the public which is involved in the conducting of this business invests its representatives with a degree of respect in accordance with the responsibilities they assume. The city of Quebec possesses some very efficient and reliable representative establishments of this kind, houses of long standing, often descending from father to son, and under the constant guidance of graduate gentlemen educated to the profession. Such is that of John Musson & Co., whose stores, laboratory and dispensary is on Buade street. The business of the firm is both of a wholesale importing and retail dispensing order, there being in Quebec no exclusive wholesale drug house. This firm are the representatives of the jobbing interest, and supply druggists and the medical profession of a wide radius of the country tributary to Quebec, embracing customers in towns and villages on the south and north shores east and west. They have built up a reputation for keeping in stock pure drugs at all times and of the finest quality, medicinal syrups, extracts, salts, iodides, bromides, the major portion of which they import each season from the large European manufacturers, genuine patent medicines and proprietary articles of approval, excellence form another department in the stock, including the best makes of quinine wines, sarsaparilla and other strengtheners and blood purifiers. The sundry department presents a very attractive display of the hundred and one details of use and fantasia required in the nursery or for toilet and boudoir purposes, as well as vials, glassware, corks, &c., for private dispensaries. During the summer season here is also manufactured a very superior article in aerated waters, ginger ale, cider, seltzer, &c., which are pronounced by consumers to rival the finest imported. There is no house in Quebec which dates back an older business connection than that of John Musson & Co., who has now entered upon its seventieth year of trade. The local patronage is also a specially cultivated feature of the business, where medical practitioners are by no means sparing of their prescriptions, and are aided by the most judicious medical men at a distance, who supply with the most exact attention, and by express, in fact in the department of filling orders by letter from the trade, a firm are justified, by the satisfactory manner in which they have hitherto supplied a large number of customers, in promising, as far as quality and price goes, that every patron will be treated with equally impartial consideration. The appearance of this well appointed drug house is prepossessing and neat in the extreme, the stocks are well arranged, and the most admirable provision has been evidently taken against the possibility of confusion or mistake. In fine this firm have the reputation, the merchandise and a growing trade, so that many sales enables them to accept a small profit and yet conduct a remunerative business. The proprietor of this business is Mr. John R. Richardson, a well known medical practitioner of long standing and high repute in Quebec City. His professional knowledge and familiarity with every detail in connection with drugs and their uses is of great advantage in this business in which it is so absolutely essential to the efficient fulfillment of the requirements of medical practitioners, for these reasons we are pleased to record this old and well-known drug trade in our review of Quebec's leading firms. It is a well known fact to physicians that in their own interests as well as their patients, whose well being so largely depends on the joint honorable co-operation of the chemist and druggist with the professional man, too much stress cannot be laid on the necessity of obtaining supplies and sending prescriptions to old, well-known houses, possessing the characteristics everywhere conceded to the above establishment.

Commercial morality and fraud occasionally meet upon the line of demarcation that separates the two. Some there are who claim there is no line, but rather a debateable ground where some exponents of the former so frequently enter that it is difficult to say to which class they belong. Nearly every business man knows of such a character, of one who is so mean within the law—that it is hard to determine where morality ends and meanness or fraud begins.