

THE LEADING WHOLESALE TRADE OF
TORONTO.Canada Confectionary and Biscuit
Works.**William Hessin,**
WHOLESALE CONFECTIONER
AND
BISCUIT MANUFACTURER.OFFICES AND FACTORY:
No. 7 FRONT STREET,
TORONTO.**R. H. GRAY & CO.,**

THE LEADING HOUSE IN TORONTO FOR

PAPER GOODS, all kinds.

GENTS' FURNISHINGS.

TAILORS' TRIMMINGS.

KNITTED WOOL GOODS.

CORSETS AND UNDER-SKIRTS.

HABERDASHERY, and

GENERAL SMALL WARES,

Also the leading Manufactory in Ontario for all kinds of
HOOP-SKIRTS.

Warehouse—43 YONGE STREET.

Robert McPhail,

IMPORTER OF

ENGLISH, FRENCH AND GERMAN
FANCY GOODS,STATIONER, SCHOOL BOOK PUBLISHER
and Blank Book Manufacturer.

8 FRONT STREET, TORONTO.

A SURVEY is being made with the object of finding the best route for the construction of the proposed Bay Verte Canal. It is stated that three practicable routes have been found from the Bay of Fundy side, and that these are reduced to two as they approach the Gulf of St. Lawrence. The construction of this work would be an immense gain to our commerce, and it is hoped that the project will receive the best attention of the Canal Commission which is about to take the whole subject up.

THE IMPORTS at the port of Toronto for the month of October show a further remarkable increase on the figures of last year. Dutiable goods to the value of \$776,260 were imported, against \$492,165 last year, showing an increase of \$284,095, or nearly 60 per cent. In free goods there was only a slight increase. The totals for the month compare thus: Oct., 1870, \$398,465; Oct., 1869, \$612,324. The imports for the previous nine months were \$6,702,352 this year, and \$5,364,958 last year, to which, adding the totals for October, we have, as the total importations of this year, \$7,478,612, against \$5,857,173 last year, showing an increase this year of \$1,623,535.

THE LEADING WHOLESALE TRADE OF
TORONTO.

Notice.

THE undersigned beg to notify the Trade, that they have been appointed Agents for the City of Toronto, and points East, for the sale of Messrs. DOW & CO.'S Celebrated Ales and Porter. All orders will receive prompt attention.

CRAMP, TORRANCES & Co.For sale, in store and to arrive:—
TEAS,

COFFEES,

SUGARS,

and NEW CROP (1870) FRUITS.

TEAS—Hyson, Young Hyson, Gunpowder, Imperial, Natural Leaf Japan, Oolong, Souchong, and Congou.

COFFEES—Old Government Java, Maracaibo, Laguayra and Rio.

SUGARS—Tierces and barrels Scotch Refined. Barrels Bright Porto Rico.

Also, now landing, 25 cases German Cigars,

CRAMP, TORRANCES & CO.,

11-ly

10 Wellington St. East.

THOMAS GRIFFITH & CO.,

WHOLESALE GROCERS,

WINE AND

SPIRIT MERCHANTS,

37 AND 39 FRONT STREET,

TORONTO, ONTARIO.

12-ly

MENTION was made last week of the disappearance of a Whitty trader who became involved in grain speculations. The party referred to—Mr. Thwaites—has not yet turned up, though some one or two persons at least are anxiously enquiring after him. The secret of his "taking off" is an adverse turn in the barley market, a cause to which more than one other dealer can ascribe serious financial inconveniences. There is a class that always will speculate and speculate recklessly and without capital, and no amount of moralizing can deter them; but so long as that is the case, there will be embarrassments, failures and abscondings. The banks only have the power to cure this evil; its continuance depends upon their countenance and patronage; they encourage men without capital or credit as against the legitimate trade, and the consequences are usually disastrous to all but the banks themselves, who are usually well secured.

CREDIT.

Men of business who are engaged in the retail trade often become victims to their own vanity, or at least to a mistaken idea, by supposing that an accumulation of names in their books is an indication of a prosperous business. This is a great and fatal mistake. That there is a certain line to be drawn, a proper discrimination to be used in giving and refusing credit to purchasers, is something which every retailer will allow. The proper limit can only be made according to each one's judgment and circumstances. But too often the judgment is sacrificed to the desire of making a large show, and an ambition to use names as customers, whereas the safer method of a cash busi-

ness with a limited number of good debtors is almost entirely ignored. The difficulty, it is said, everywhere exists of just how far a retailer should go in giving and refusing credit to purchasers. For, on the one hand, the name of giving credit will very likely bring numerous applications for goods, and the store will be filled from morning to night with parties who will occupy the time of salesmen in examining goods, explaining their present peculiar circumstances, or their perfect ability to pay for the goods they have selected and so much need, and by appearances and conversational powers induce the salesmen to enter their names on their books. On the other hand, if credit is constantly denied, and cash be the terms positively demanded, then the number of customers becomes reduced, and sales are lost, by competing parties meeting the wishes of those who "want time" for payment. Every tradesman has something to say on this matter, which becomes more or less difficult, according to his own circumstances and sphere of business.

But is there, or should there be, any real difficulty? Is there no line of conduct a retailer can pursue, which will enable him to please his customers, and at the same time secure himself from imposition? A cash business is everywhere a safe business; but are there not exceptions to be made, where credit can be given without loss of reputation or detriment to the firm. These are queries which some have endeavored to answer; and the very attempt at a solution has perplexed many a wise and long head. To give our own ideas upon this subject would, perhaps, open us to a charge of egotism or incompetency to judge of the many peculiarities which occur in each man's business; but at least we can suggest that in nine cases out of ten there can be a balance made with seller and customer, which will secure the one and blind the other, by enforcing a fair, open, explicit negotiation at the time of purchase. "Send these goods to my residence," says one, and the goods are delivered with a bill for payment. But at this time something occurs whereby payment is not immediately secured, and the question arises, should the goods be left or brought away. Now, at the time of purchase, it should have been distinctly understood to what particular party the bill was to be sent, who was responsible, in fact, and where that party transacted business. This ascertained to be correct, and the goods delivered, the party to whom the bill is made out and rendered becomes responsible, and the amount can be collected, if necessary, by legal measures. In assuming that the party is unknown, inquiry and investigation may be used, with caution and propriety, prior to the goods being made up; but even here the seller may be misled, and after all has been said and done, trouble and loss may be the only result of the transaction. Low prices and cash sales are a good offset to numerous customers and long credit. Therefore, we say, and maintain as our opinion, that, as a general rule, the fewer names that appear on the books of debtors, the better for the business; and if caution, judgment, and sound sense are constantly exercised, then a certain amount of credit may be given without detriment, to persons of recognized honor and social stability.

—It is announced that a branch of the Bank of Montreal, will shortly be established in Manitoba.

—Mr. R. R. Grindley, manager of the Bank of British North America at St. John, N. B., has been promoted to the important position of manager of the same institution in Montreal. He will be succeeded at St. John by Mr. Thomas McLellan, at present managing the branch at St. Stephen's, and Mr. James Lockie, one of the bank's agents in New York, will go to St. Stephen's.

—A telegram from Hong Kong, dated September 1st, gives the total exports of new season's teas from China and Japan as 53,000,000 lbs., against 72,000,000 lbs., about the same date in 1869-70, and 94,000,000 lbs. in 1868-69.