

## POINTERS.

"I have known hundreds of commercial travellers in my time," said Geo. L. McGrew, national president of the Travelers' Protective Association of America, "but I have never known one yet to make a success on the road, or even remain on the road for any length of time, unless he worked as hard for his employer as he would work for himself. I will say even more, and that is, that I never knew a narrow-minded or bigoted salesman to succeed. The requirements made upon a salesman can never be appreciated until one becomes a salesman himself. The successful salesman cannot be ignorant, because the dealer will find out at the very start; he cannot be insolent, because his insolence will be resented; he cannot be too smart because there is many a small country dealer just as smart as he is. He must be a well-informed, earnest, courteous gentleman at all times, and I am glad to say, while speaking on this subject, that the old-style salesman that we used to read about when we were boys is gone. The idea of the "drummer" twenty-five years ago implied a man dressed in the flashiest style of clothes, of loud demeanor, who demanded and got the best of everything, where he went, and who regarded mortals as only of secondary consideration. The people, a quarter of a century ago, thought that a drummer could not be successful unless he got on an occasional "tear." The drummer now is essentially a gentleman in all that the word means. He must be a gentleman in conduct as well as in appearance. No bunning and no tearing around is tolerated for one moment by a reputable house. In short, the salesman is a perambulating merchant; he travels from place to place representing his house, and stands for his house wherever he goes. The better class of salesman will not associate with our excuse the drummer who thinks it is his duty to get drunk or act smart wherever he goes. Go where you will, I doubt if you can find a more intelligent, a more moral or a more trustworthy class of men than you will find in the ranks of the travelling salesmen."

## THE WHOLESALE GROCERS' GUILD.

The members of this organization are reported by the press as determined to continue selling sugars at and under cost for some time to come, with the avowed object of giving outsiders a lesson. The spectacle of one hundred wholesale grocers indulging in this sort of business is a sight for the gods. It is amusing, but, as the old lady said, it is costly.

The policy of selling at cost as an alternative to a combination price is not the logic of merchants, but is the price paid for revenge, and it is a question whether this luxury may not be dear at the price. The Wholesale Grocers' Guild have had their full swing since February. They have suspended clause No. 2, and have been in a position to buy in the lowest market. The refiners have stood on one side, possibly somewhat amused to see the Guild members cutting each other's throats, but it is inconceivable that refiners on the one

hand will permit of such an injustice continuing for an indefinite length of time.

That wholesale grocers, members of the Guild, should buy granulated sugar at 4½c, less 2½ per cent., whilst wholesale grocers who are not members of the Guild are required to pay 11-16c net cash, or a difference of 30c per 100 lbs., whilst the former are in no sense restricted in their selling prices, cannot continue, and will before long be decided either by the refiners insisting upon the sugar agreement being broken up, or by an appeal to the law courts. —*Dominion Grocer.*

## RED ALASKA SALMON PRICES.

It is rumored that the Alaska Packing Association contemplates making an advance in the price of red Alaska salmon. To say the least it is a doubtful matter if such a course would have the full endorsement of wise business management. The market has strengthened up very materially in the past thirty days, and the indications point strongly to a fairly profitable outcome of the season. In our opinion, the interests of the Association and of the salmon packing industry of the coast will best be subserved in the pursuit of the policy which was outlined early in the season, and has been followed so far with satisfactory results. Let prices remain as they are for a time at least. The guaranteed reduction in the pack has stimulated the demand. Low prices abroad and in the east have been followed by large consumption. From either an industrial or commercial standpoint, salmon-packing interests are in better position to-day than they have been for years. Prudent management would seem to suggest no immediate interference with the gradual and perfectly natural development of an unusually strong market. —*S. F. Herald of Trade.*

## A MAN'S CREDIT.

The large majority of people desire to have a reputation for good credit among their local merchants, and be able to get accommodation, if desired, upon their established record for prompt payment of accounts. A good credit is something that is worth striving for, and when attained the possessor may rightfully feel a just pride in the fact that he possesses the confidence of those with whom he deals. A good credit standing properly used is an acquisition of unlimited value to its possessor, but when it is abused it becomes one of the worst curses that can be entailed upon an individual.

The injudicious and extravagant use of a good credit has caused more failures and made more bankrupts in business and financial circles than all other causes combined. By reason of a good credit individuals and firms become reckless in their expenditures and obligations, so much so that when the tide turns and reverses are met with, they find themselves so far from shore that they are unable to stem the tide or reach the harbor, and, as a consequence, they find themselves and their business shipwrecked, their business gone, and they themselves overwhelmed with debt. —*The Canadian Grocer.*

## IRELAND'S GREAT SEAL.

A new great seal for Ireland has just been completed by Allan Wyon, chief engraver of Her British Majesty's seals, to take the place of the seal designed on the accession of the Queen, which is now worn out. The new seal is an exact replica of its predecessor, and is similar in all respects to the great seal of England, save that in the exergue a harp, with shamrock leaves, takes the place of the trident head and sprays of oak, which form the distinctive mark of the English seal. It is interesting to observe, as illustrating the much greater frequency with which the English seal is used, as compared with the Irish, that whereas the latter has withstood the wear of fifty-four years, the English seal has already been twice renewed in the present reign, once in January, 1860, and again in August, 1870. A discarded seal, on being defaced, becomes the perquisite of the Lord Chancellor.

Kingston's rate of taxation this year will be 17½ mills.

Employees of the Canadian Express Co. applied to general manager Sargent, of the Grand Trunk Railway, which controls the express company, for reduction of their working hours by the granting of Saturday half holiday. Sargent refused their request.

A writer in the *New York Post* avers that despite the tariff of the great McKinley there is much "de facto" free trade between Huntingdon, B. C., and Sumas. The good folks of Sumas take in the pay of B. C.'s adjoining prairie land, and the latter's inhabitants, it is declared, carry back in return, "when the shades of night are falling fast," groceries and whiskey.

The *Montreal Witness* professes to fear that the present emigration of French-Canadians to the Northwest will divest the Territories of their British character. The French-Canadian immigration into the Northwest, considerable and increasing though it is, will hardly, however, produce so complete an effect, though it will doubtless result in the formation of many French-Canadian colonies.

The question of weighing paper with sugar, as regards its effects upon the profits of retail grocers, would appear to be a trivial matter, but at a meeting of a co-operative society in England recently it was stated that through the change to the system of weighing sugar without the wrapper, the dividend of the society for the previous quarter had been reduced about four cents in the pound sterling. The receipts had decreased about \$10 per week.

The process of a French chemist, consisting of the mixing of molasses with the cane juice for manufacturing sugars, seems to have proved a complete success if the recent reports from Cienfuegos are true. In these reports it is said that the new process is affording excellent results, inasmuch as it yields 11½ per cent. of first jet sugar, polarizing 98.30 degrees on an average. Furthermore, the managers of the American Sugar Refining Company declare that the sugar thus produced is the handsomest raw sugar ever imported into the United States, and they readily pay for all the cargoes of this brand of sugar 1-16 of cent more than the ruling prices.