

THE LEADING WHOLESALE TRADE OF
HAMILTON.

1870. EARLY SPRING SHIPMENTS. 1870.

THE SUBSCRIBERS HAVE RECEIVED A CONSIDERABLE PORTION OF THEIR

EARLY SHIPMENTS,

AND HAVE PLEASURE IN INFORMING THEIR CUSTOMERS AND THE TRADE GENERALLY,

THAT ON AND AFTER

The 10th of March,

THEY WILL BE

PREPARED TO SHOW A FULLY ASSORTED STOCK OF

**BRITISH AND FOREIGN
STAPLE AND FANCY DRY GOODS!**

TOGETHER WITH
MOST ATTRACTIVE STOCKS

OF
CANADIAN TWEEDS,

AND
American Manufactures.

Shipments will be received by
WEEKLY STEAMERS, THROUGHOUT THE SEASON.

THEY INVITE EARLY INSPECTION,
SPECIALLY BY

Those who can buy for Cash, or at shortened terms of credit.

BUCHANANS, BINNY & MCKENZIE.

HAMILTON, Ont., 1st March, 1870.

33-1y

LEADING MANUFACTURERS.

**WILSON, BOWMAN & Co.,
SEWING MACHINE**

MANUFACTURERS.

HAMILTON, ONT.,

THIS FIRM MANUFACTURES THE CELEBRATED

LOCKMAN PATENT

FAMILY

SHUTTLE SEWING MACHINE,

WHICH HAS ALL

THE LATEST IMPROVEMENTS,

AND IS SOLD AT

VERY LOW RATES.

AGENTS WANTED. Address

WILSON, BOWMAN & Co.,

HAMILTON, ONT.

THE LEADING WHOLESALE TRADE OF
TORONTO.

GOODERHAM & WORTS.

DISTILLERS, MALSTERS & MILLERS.

MANUFACTURERS OF

PURE SPIRITS,

ALCOHOL,

OLD RYE,

TODDY AND

MALT WHISKIES.

MALT FOR BREWERS,

AND

"TEA ROSE" FLOUR.

THOMAS LAILEY & Co.,

IMPORTERS

AND

MANUFACTURERS

OF

**READY-MADE
CLOTHING.**

WAREHOUSE:

11 WELLINGTON STREET WEST,
TORONTO.

Mercantile Summary.

Mr. WINN has resigned the presidency of the Montreal Board of Trade, and Hon. John Young has been elected to the vacant post.

Boots and shoes are being imported to a moderate extent from England; \$2,525 were entered at Toronto, last month.

THERE were about 1,400 cattle at the Guelph Fair on Wednesday; most of these were sold at \$5 to \$7 per 100 lbs. live weight. Two cows sold for \$274 or \$137 each.

THE liabilities of Wharin & Co., jewellers, of Toronto, are \$18,000 and the assets \$14,000. The firm lost \$5,000 in gold stocks and mining lands—a circumstance which harmonizes, in a degree, with the experience of a good many other business men hereabouts.

DURING the past month the imports of dutiable goods at the port of Toronto were much larger than usual; \$968,764 were entered against \$800,152 last year. This increase was made up mostly of leading articles; sugars were entered to the value of \$33,690, against only \$1,125 last year; cottons \$324,984, against \$258,276, and woollens \$194,010, against \$160,034. The total imports, including free and dutiable goods were, \$1,023,290 and \$830,071 last year.

A VERY proper step was taken by a number of leading Hamilton and Toronto firms, in refusing his discharge to a conscienceless insolvent of London, named Finlayson. He had a fire in January last, since which he has kept no cash book, and can show no correct record of his receipts or disbursements. It very much rests with the wholesale trade, whether the Act shall be merely a way of escape for unfortunate, but honest debtors, or become a powerful incentive to dishonest practices, and a never ending source of loss and disappointment.

A RATHER important and almost omnipresent class is that which is represented in mercantile nomenclature by various titles, applied pretty much according to taste or the kind of duties discharged, such as "commercial travellers," "agents," "sample-men," "drummers," "peddlers," and "gorillas." These names are arranged on the descending scale. It is very rarely that these migratory gentlemen are described as peddlers, except offensively. The term "gorilla" is said to have had its origin in Chicago, and was first applied to a peculiarly rabid and unscrupulous variety of the species "drummer." They have become an "institution" in Canada that cannot be dispensed with. There is a general tendency among the wholesale merchants and manufacturers to decry the system of which they form a necessary part; but usually those very houses which condemned the practice most loudly have their rovers in every corner of the country. The drummer business has probably been carried to greater perfection in the States than elsewhere; the "Grand Army of the Potomac" was nothing to the hosts that swarm out from all the business centres, like ants, in the proper season. Boston supports about three thousand of them; Chicago has five legions of a thousand each; New York, Philadelphia, and other cities could easily make up what is lacking of thirty thousand live Yankee stalkers. These thirty thousand, working at a cost of \$5.00 a day each, would involve an expense of \$27,000,000 in the course of six months—a pretty heavy charge on the trade, but a remarkably nice thing for the hotel-keepers. A writer in the Boston *Bulletin*, who gives some excellent hints on the subject, says that whatever may be said for or against the system of doing business, it will undoubtedly always be practised, and steadily increase—the reasons for which are obvious. The most important argument against the system is, that it weakens credit, and oftentimes overloads the country merchant with merchandise, rendering him unable to meet his bills at maturity, and often resulting in his failure. One simple illustration of the manner in which a party, not really worthy of credit, may obtain merchandise is as follows: A salesman from the dry goods house of B., C. & Co., of Boston, calls upon Mr. J., of