

A CONFERENCE OF DELEGATES.

The preparations which have been going on for some weeks past by the Toronto Retail Grocers' Association, with a view to getting the various local associations together, are likely to culminate on Monday afternoon next, when delegates from those invited are expected to come together. Monday evening being the regular association meeting, it is hoped there will be a large turn out of the Toronto men, as it is altogether likely the men from the west will stay over. The Secretary has been instructed to get the members out as much as possible, and there is no doubt that much good will result from the meeting. THE GROCER extends to the delegates a cordial greeting, and will be pleased to have them call at the office.

THE FAIRS.

Taken all in all, this autumn's fairs ought to be the best ever held in one season in this country. And, judged by the reports that come from the various points at which they are held, they appear to be the best the country has ever had. The reasons why they ought to be lie in the conditions by which they are favored. In the first place, there never was larger scope for a selection of exhibits, and probably there never was so high a general level of excellence in the natural products of the country. Abundance and superiority offer exceptional resources for the stocking of stalls and halls at the fair. Also manual and mechanical accomplishment is making progress, and must have more trophies to show now than it ever had. However men may differ about the economy of the present trade policy of the country, they must agree in crediting to it a very great development in the skill of many classes of artisans. Our own manufactured products are an improved feature every year at the fairs held throughout the country.

But the condition that brings crowds out to look at the fine exhibits is the glorious weather that has ruled steadily since the opening of September. Fine, bright sunny days, with an average temperature that would seem more seasonable in July, have been very plentiful, and hardly a board of directors could be unfortunate in their choice of a fair day this year. Perhaps no one now alive ever saw the trees so fresh-looking on the first of October. There was nothing to prevent their looking fresh. They had little wear and tear in the way of storms or frost to bleach or strip off their leaves. There was enough moisture in the form of heavy dews to keep their foliage refreshed. We are having a grand autumn, we have had a full harvest, and our fairs are a great success as a consequence.

It is desirable that they should be a success in the two respects of attractive exhibits and large crowds, that they may be a suc-

cess as promoters of business. The fall fairs are looked to to give a start to the mass of farm produce held in first hands. They are meeting places between representatives of supply and demand. They were instituted for a market purpose, and directly or indirectly they serve the purpose contemplated in their origin. If they do not incite to many transactions between buyer and seller on the spot, they at all events advertise what is on the market. Also, among the number of strangers who visit them or who read good reports of them, the fairs are an influence to attract population and capital to the country. They are an economic influence, and the best weather is not too good for them.

THAT FALL NUMBER OF OURS.

Batches of our Fall Number have been distributed from every post office in the country long before this, and already we begin to hear in flattering notes from our friends something of the reception the issue received. We value such compliments as judgments, because they are uttered by busy men, who have also a right to criticise us adversely if we do not come up to their expectations, and who can not always snatch a moment from business to notice merit. The issue was got out on time. For that there is some credit due to us, as much of the matter came in at the last moment. The issue went through the press 40,000 times, the paper in it weighed nearly three tons, yet the whole thing was got off our hands in time for the mails we catch for every issue. The number speaks for itself. Its matter and make-up meet with praise from all the quarters we have yet heard from. Its advertisements are of attractive composition; new type, the highest quality of ink and paper, combining to produce the freshest and most taking appearance. Regular advertisers receive the benefit of this special issue without extra cost. No other journal can give than an equal advantage in the Canadian grocery trade.

A DANGER AND A BENEFIT POINTED OUT.

At the last meeting of the Manchester, Eng., Grocers' Association, according to the Grocer's Review of that city, President Duckworth said that he should strongly deprecate coming to any resolution binding themselves to any prices. The moment they did that they would find themselves stranded on the rocks. (Applause.) They would steer clear if they left themselves free and took their own course how they conducted their own businesses. There was a great advantage in associations like their own when each member treated the other in an honourable manner, and did not resort to any means whereby he could draw trade from one of his fellows. As an instance of the good to be derived from an association, he would like to say that a few weeks ago he received a

wire from a competitor of his, in the same town, stating that, as Kiel butters had risen, he intended raising the price 1d. per lb., and asking his co-operation. He readily granted it, and both of them obtained the higher price, which they were justly entitled to through the state of the market. (Hear, hear.) Now, he felt confident that had not that gentleman been a member of a similar association he would never have heard from him, and they would have remained fighting one another with advanced prices, and would have had to go without even a legitimate profit. (Applause.) It was most impracticable to attempt to control prices, and over it many associations had split. They could not tie themselves down to hard and fast lines, but they ought to possess that esprit de corps which would keep them from beating one another down. (Hear, hear.) He considered that there was enough business for all if it was conducted in a proper way, and his experience had led him to have full confidence in the fact that the grocer could get a profit on every article. There was no necessity to play "ducks and drakes" with the stock to catch trade. The more they combined the greater confidence would exist, and the greater satisfaction derived from the business carried on. (Applause.)

A MEED OF PRAISE WHERE IT IS DUE.

The Petrolia Advertiser takes this notice of the store of one of our friends in that town:—Whilst passing the general store of Mr. John Rogers, in the Kerr block, the other day, we were attracted by a large number of barrels, and we were curious to know what they contained. Upon inquiry we were informed that a carload of 80 barrels of sugar had just been received, and that this was the third consignment of a like quantity since the preserving season commenced about two months ago. When we take into consideration the fact that Mr. Rogers has sold, within two months, two carloads, containing 160 barrels or 44,800 pounds of sugar, and has just received another 22,400 pounds which he expects to sell before October is out, we may perhaps have some idea of the enormous business that is accomplished in his unostentatious way. There is little of show or pretentious parade in this store. But there is a solidity about it that speaks volumes. His customers know that they can depend upon getting a good sound article at a fair honest value. He does not cut the price in one thing and put it on to another. Mr. Rogers is a man of sound principles. In the seven years that he has conducted business here he has exemplified this fact beyond doubt, and is now reaping the benefit of it. His store is well stocked with groceries, boots and shoes, staple dry goods, glass and crockery ware. His motto is "Right." He makes a point to sell the right goods, of a right quality, at a right price. We wish him continued success.