

NON-INTERCOURSE DECLARED.

The wholesale grocers' sugar agreement is again the subject of considerable newspaper criticism. Some months ago, P. C. Larkin, a Toronto broker, opened an office on Wellington street, called himself a wholesale grocer, applied for, and was elected a member of the Guild. James Lumbers, who was refused admission to the Guild, on the ground that he was a retail as well as a wholesale grocer, and who has since created a great deal of annoyance and trouble to the Guild by selling sugars below the regulation prices, at once began buying his sugars from Mr. Larkin. As the former sold to the retail trade at 17½c. per cwt. below the wholesale price, it was supposed that Mr. Larkin was selling him at or about refiners' price. This fact, Mr. Lumbers advertised extensively, and, as the Guild claims, did every thing in his power to injure the business of the trade generally. The Wholesale Guild then decided to have no business relations whatever with any firm which displayed such open hostility to that body and its interests. Mr. Larkin, whose connection with the Guild was wholly, if not entirely for the purpose of supplying Mr. Lumbers declined to agree to this resolution and his resignation was accepted. The refiners were notified to that effect. The daily press say that one of the refiners refused to comply with the action of the Guild. This however is not the case, all the refiners are in accord with the members of the Guild. The Guild and refiners held a conference in Montreal Thursday last, in which matters were discussed. The members are very reticent on the matter, and will give no information for publication even to the trade press. They are doing nothing but what any trade organization would do under the circumstances. Then why refuse information to the daily papers? If their conferences were open to the press there would be no talk of the "star chamber" doings. The Toronto Retail Grocers' Association sets them a good example in this respect. Matters sometimes come up which it is not desirable in the interests of the Association to publish. The press representatives are requested not to mention them and they do not. The Guild would meet the same treatment.

PARK & SONS RESUME BUSINESS.

The creditors of James Park & Sons, provision merchants, met on Tuesday last and agreed to compromise at 50c. on the dollar, to be paid in one, three, and six months in payment of 17, 17, and 16c. respectively. The compromise was agreed to without a dissenting voice. About 30 creditors were present at the meeting and they all expressed unbounded confidence in the integrity and honesty of the firm. It was an unusual gathering of creditors; when anyone made remarks complimenting the firm they were received with applause.

THEY WATCH FOR EACH ISSUE AND CAREFULLY READ IT.

MESSRS. J. B. McLEAN CO.

THE CANADIAN GROCER, Toronto.

GENTLEMEN,—We believe our advertisement in your columns has been very beneficial to us, for by THE CANADIAN GROCER we reach customers who are scattered all over the Dominion. Not only is your journal strictly a paper for grocers but it contains items of news so interesting to the trade that subscribers watch for each issue and carefully read it. For these reasons, gentlemen, we wish you to double our advertising space in THE GROCER.

Yours truly,

BARN YEAST MANUF'G CO.

CHATHAM GROCERS MEET AGAIN.

Since its election of officers the Chatham Retail Grocers' Association held another meeting on Monday evening last. The president, Mr. John McCorvie, was in the chair. Eighteen members were present. The recently elected treasurer, Mr. Heyward tendered his resignation, which was accepted, Mr. Heyward being disabled from attending to the duties of that office on account of an injury to his hand, which prevents his freely using a pen. Mr. J. A. Wilson was elected in his stead. Mr. Wilson's place on the board of directors, thus rendered vacant by his appointment to the treasurership, was then filled by the election of Mr. Heyward, with whom, therefore, Mr. Wilson has just changed places. There were a few business details next attended to by the association, when it adjourned to meet on Monday evening the 6th inst. It invites correspondence from other associations.

TRURO CONDENSED MILK AND CANNING CO. (LTD.)

The "Reindeer Brand" Condensed Milk and Condensed Coffee prepared by this enterprising company are well known to the wholesale grocery trade from Halifax to Victoria. Careful attention to every detail in the process of manufacturing has won for these goods an excellent reputation wherever used, and grocers may unhesitatingly take hold of them as thoroughly reliable and satisfactory to handle.

Some time on Monday night thieves paid a visit to the wholesale warehouses of King & Granger, 81 Front street east, Toronto, and W. Lamb, next door, having secured an entrance by forcing open the back doors. They carried off a large quantity of bacon and several boxes of cheese, but they must have been frightened by the approach of a constable, as they dropped the goods in their flight, and all the stolen property was recovered. Tuesday forenoon Detective Alf. Cuddy arrested a notorious young thief named Charlie Watson on suspicion of having been connected with the shopbreaking operations, and locked him up at police headquarters.

POINTS IN SELLING GROCERIES.

To any one not familiar with the retail grocery business it would hardly seem possible to what extent the neat, clean, attractive display of staple groceries aids the effort to sell them. Fine fancy groceries, such as imported or domestic vegetables, fruits or liquors in glass, or artistically labelled canned goods, make an attractive appearance on any shelf or counter, regardless of how they are arranged. But the grocer does not display his goods merely to please the eye; his object is to make sales and secure a profit. His aim and purpose, therefore, should be to give prominence to those goods which are used, and which are bought by his customers more freely and more regularly than mere luxuries. To do this requires more patience and more work, but it pays. For illustration, the grocer receives a fresh lot of provisions. Instead of storing them away in the customary "hiding place," take away that pyramid of fancy fruits in glass; it has required your daily attention and care for two weeks to keep it bright and clean. In its place on the counter spread a couple of sheets of clean straw paper, select two or three neatly trimmed, bright looking hams, a few pieces of bright, smoked breakfast bacon and a round or two of dried beef; arrange them all on the counter, turning the best trimmed sides toward the front of the counter. It will not be long before some one becomes interested and a sale is made. You may find time to re-arrange and replenish the exhibit while wrapping and weighing the purchase (note I write wrapping before I write weighing); if you do not, do so at once when your customer leaves. Don't hurry your customer, however, it is not necessary, neither it is advisable to discuss the weather. Take down that bottle of fine "button" mushrooms and ask the customer to look at them, showing him the careful selection and superiority of quality, and the probability is that you will be requested to send out the bottle of mushrooms with the ham purchased.

It is of the first importance to keep this neat looking little exhibit of provisions just as attractive as you can make it; do not lay the ham on its face or turn the hock end to your customer. Cut a piece of the breakfast bacon in two and reverse the cuts, laying the two pieces on top of a whole piece so as to expose the freshly cut end with its layers of lean and fat, and bright colors. Split a piece of the dried beef, using a sharp knife so as to get a smooth cut, and the bright red tasteful looking meat will soon find a buyer.

The chief aim of the retail grocer must be to keep the store and everything in it clean and neat. In a grocery store there is no idle time, there is always plenty of work for those who are looking for it. Every part of the store and every corner in it should be constantly kept in good order, and in such a state of perfect cleanliness that you could show it without embarrassment to your