

To Secretaries, Masters and Members of the Dominion Grange, Canada.

GENTLEMEN,

My attention has been drawn to the following article in the *Grange Bulletin* of September:—

W. N. HARRIS, ESQ., Manager G. W. S. Co.

DEAR SIR AND BRO.—I am informed that the Grange Wholesale Supply Co. buys goods from Chas. Stark, and sells them to the Grange without allowing the discount given the Company by Stark. Now, if this be so, are we not being deceived by the Company, and would it not be better for our Grange to send its orders direct to Mr. Stark, who will sell to us quite as cheaply as the Grange Wholesale Supply Co?

An answer will very much oblige.
Fraternally,

Mr. Harris replies to this at some length, and in which he makes some wild and untruthful assertions.

He says, "We do not buy all goods in Mr. Stark's line from Mr. Stark, from the fact that we can buy many things that he deals in from the same parties that he purchases from; consequently we are enabled to cut under Mr. Stark's prices to the Grange. Our large purchases in Watches and Jewelry enables us to do this."

To the uninitiated this would appear very plausible; but Mr. Harris knows that this is not the truth, and that by making such false assertions he seeks to make capital at our expense, no doubt taking it for granted we would not see or hear anything of this article.

We propose to give Mr. Harris an opportunity to prove this.

**We Assert Positively that the W. S. Company NEVER DID
or CAN Purchase as we do Direct from the Manufacturers in Europe and the United States.**

However desirable it may be to dispense with middle-men in my line of goods it is impracticable.

No secret society is more exclusive and exacting than the Manufacturers of Watches in the United States, and almost equally so are the makers of Jewelry, Silverware, Fire Arms, &c.

In proof of this there are retail Jewellers in this city in good credit and of twenty, thirty and forty years' standing, and whose individual sales would treble the gross sales of the Wholesale Supply Company per annum, who have never been privileged to buy a single watch from the manufacturers.

I was in the business (dating back to 1850) when the first Watch factory was started in the United States, and have regularly bought direct from the Manufacturers at Jobbers' price, and am still on the Jobbers' list.

Now, to test the truth of Mr. Harris' assertions, I make the following proposition:

I will pledge myself to give \$500.00 to Charitable Institutions of this City if he will make good his assertions that he buys Watches direct from the same source as I buy; and further, that if he will produce evidence in the next 30 days from this date that he has bought a bill direct, as he claims he has, I will give the \$500.00 as above stated.

Mr. Harris knows quite well that if he sent the Watch Factories a cheque for \$10,000, \$20,000 or \$30,000 for their goods it would be returned to him with his order, directing him to some resident and recognized Jobber. So much for buying direct.

Mr. Harris lays special stress on the desirability of Grangers putting their money in his pocket instead of mine, but fails to show how they participate in the profits made.

Probably the following correspondence in the *Monetary Times* of the 26th of September will best explain Mr. Harris' idea of how to dispense with middle men by substituting middle women and his theory of buying direct from Manufacturers.

Ex-Granger—"Can you tell me who compose the Toronto Importing Company, and whether or not this Company furnishes goods largely to the Grange Wholesale Co. If so, is this not a violation of its rules?"

Answer—"The Company you first name is not an incorporated concern. The registered partners are Eliza Harris, wife of W. H. Harris, Manager of the Grange Wholesale Supply Company, and Saphronia Hunt, wife of Henry Hunt, book-keeper for the same Company. We are told that purchases to a considerable amount are made from the Toronto Importing Co. by the Grange Co.

This is certainly a violation of the principles of the Grange, which, as we understand, are not to have any dealings with middle-men. Possibly middle-women are not as objectionable.

So far as our knowledge goes the business of the W. S. Co. is no longer large enough to enable them to purchase in sufficient quantities to buy to the best advantage. Over a year since we declined to furnish their travellers with samples, their business being too small to pay for the trouble.

In proof of this we know of several individual Granges whose purchases per annum is largely in excess of the W. S. Co. in our line of goods.

We have now in press our 1885 Catalogue, in which we make average reductions. Instead of one-third we make reductions of 50 per cent. on old catalogue prices.

To Grangers ordering direct and for cash we will make an additional discount of 10 per cent.

The same discount we have heretofore given the W. S. Co. We do this believing it to be to our mutual interest, viz., to dispense as far as practicable with all middle-men and middle-men's wives.

In our Catalogue for 1885, on page 4, we quote as follows:—Solid Coin Silver Dust-proof Case, Genuine American Movement, price \$15.00. On page 3 of our Watch list we quote: No. 9. 3 oz. Solid Coin Silver Case, Jewelled, Expansion Balance Waltham Watch Co. (or other American makers if preferred), price \$10.50, sent by mail prepaid, cases and movements fully guaranteed, and to be kept in repair for one year at our expense, and from this price 10 per cent. can be deducted when cash is sent with order or satisfactory reference given as to reliability of the Grange ordering.

Here is a chance for the W. S. Co. to cut under us, as they claim they can, and the Grange to save money.

Our new Catalogue will be mailed in November to all Secretaries and Masters of the Granges. If not received would take it as a personal favor they will kindly advise us by P. O. card.

YOURS VERY RESPECTFULLY,

CHARLES STARK,

52 Church St., Toronto.

October 7, 1884.