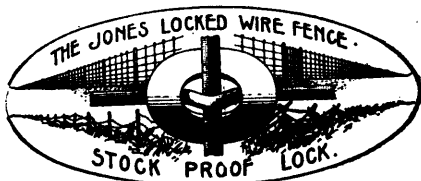


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THE DENNIS WIRE & IRON WORKS, London, Ont.

Gold Medals, Paris, 1878: 1889.

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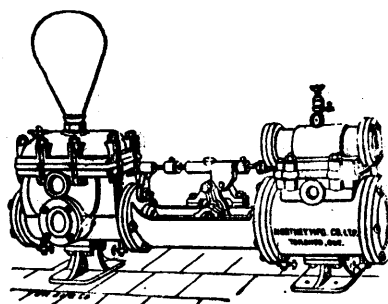
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If, however, you do try and see everyone who has merchandise to sell, and if you make an appointment keep it as sacredly as you would expect the other man to do, or if absolutely prevented you send him word—then you may know that so far you are employing the up-to-date methods that win, and if you are as attentive to the proper requirements of your business in all other directions, you are not slow, and will find your level head and shoulders above the other man. "Consider and be wise."

TOBACCO-GROWING IN HAWAII.

Can the Hawaiian Islands produce tobacco equal to that of Sumatra? This question is raised in a recent report of the United States Commissioner of Agriculture. A man on the island of Maui raised a patch of tobacco from Sumatra seed furnished him. Another lot was grown at the Government nursery—about fifty pounds. This tobacco has been examined by a tobacco planter from Sumatra, and pronounced by him to be as good as the average Sumatra tobacco before being fermented. There is, it is said, every reason to believe that these islands can produce a fair quality of cigar wrapper, and with a few years of experience perhaps rival Sumatra product. The San Francisco Grocer is informed by a Sumatra planter that if Hawaiian tobacco was admitted free into the United States many of the Sumatra planters would come to these islands and engage in the culture of tobacco. The duty on tobacco leaf for wrappers by the Wilson bill is \$1.50 per pound, quite an inducement.

GROCER COMPANY OF GLASGOW.

The annual dinner of the Grocer Company of Glasgow took place on March 14th, in St. Enoch Hotel. Mr. John B. Balloch, preses of the company, occupied the chair, and Mr. John R. M'Lean acted as croupier. Mr. Alex. McFeat, the treasurer, submitted his report, which showed that the capital of the company was £20,230 9s. 3d., which yielded an income of £682 19s. 5d. From that income 31 pensioners had been paid £481, and the precept money paid was £22 5s. In all £503 5s.

In the course of his address, the chairman said that while many large cities where they would expect to find one had none, such as Edinburgh, Liverpool, Manchester, Birmingham, Dublin, and Belfast, the Grocer Company of Paisley came well to the front. It was founded in 1824, and had a capital of £10,400; while the Dundee Grocers' Benevolent Association had been in existence for about forty years, and was doing good work. The Grocer Company of London was much the oldest and wealthiest of all grocer companies. It had unfortunately lost all connection with the grocery trade, but as it really was a grocer company for about 300 years it remained of considerable interest to them. It was founded 400 years before the Glasgow Company, in 1348, and then it rose on the ruins of two still more ancient guilds, the Guild of Pepperers and the Guild of Spicers, which were the equivalent of Italian warehousemen.

The name grocer was first applied to the company in 1378. Several explanations of the name were given, one being that they were so called by their opponents in trade because they "engrossed all merchandise," or in other words raised prices. (Laughter and applause.) The company became so rich that in 1640 they were able to send Charles the First £6,000 and £4,500, in return for which he gave them their charter, which conferred on them the power, outside of the city of London, of examining all goods in order to detect adulteration, and to punish the offenders, also to deal with men who unduly or inefficiently carried on the mystery or art of grocer. Two years later they lent Parliament £9,000, he supposed to fight Charles—(laughter)—and £4,500 to the Lord Mayor to defend London during those troublous times. At that time they kept a large stock of corn to sell at moderate prices when it became dear. Then, on the conquest of Ireland by Cromwell, they aided the colonization of Ulster by large purchases of land, which they had now sold. The great fire in London in 1666 ruined them, and they were reconstituted through the munificence of some of the members who re-affirmed its constitution as a social and religious fraternity in the hope that it might again become "a nursery of charities and a seminary of good citizens." At the present time