

stant personal superintendence, enables them to quote prices at least as low as can be had outside of Quebec. They enjoy the reputation of being cordial and obliging business men who, knowing the wants of customers in different localities, strive as far as possible to accommodate them by giving them goods just in such quantities as suit their trade and then at wholesale prices. This much needed and commendable disposition on their part entitles them to a conspicuous mention in a review of Quebec's leading houses, and should win for them from buyers coming to this market for their supplies a still better patronage in the future, now that their facilities are well organized, than that which has grown to their strict attention to business during their long career in the past.

COMMERCIAL TRAVELLERS.

There are nearly two thousand commercial travellers in Canada registered as members of the associations in Montreal and Toronto. Besides these there are a great many travellers from the United States and Great Britain who visit our wholesale merchants, although occasionally some of these, after supplying the jobber, will call upon the large retailer also, and sell him at the same price. With such a large army in the field attacking the retailer on every side, nearly all the year round, it is scarcely to be wondered at that the patience of the expected buyer should sometimes give way, and that the traveller should occasionally have his card rudely flung at him by the merchant whose time has perhaps been occupied during the greater part of every day for a week past looking at samples, or whose orders have already been sent in.

At a recent meeting of the association in this city much stress was laid by one of the speakers (already referred to in a recent issue) upon the desirability of a general feeling of brotherhood among the members. Those who have met in one small town a half dozen brother members in the same line, staying at the same hotel, all intent upon selling the same one or two good firms in the place, know how often this feeling is brought into requisition. No one but a traveller knows anything of the shifts and efforts to do their best for their employers combined with a gentlemanly forbearance towards a competitor, which they are obliged to study and put into frequent practice. The successful traveller must be possessed in no ordinary degree of goodness of heart, tact and a gentlemanly demeanor. The man who does not possess these qualities, however energetic he may be, had better stay at home. We remember hearing a prominent wholesale merchant, one who had been himself a successful traveller, say, "Show me the man who is discourteous to all except customers, and rest assured he is still suffering from the snubs he received in former days himself when on the road." Those who know most of these future merchants of Canada will never treat them with discourtesy. Their efforts to please their employers, to excel in their calling, should be always remembered by those they visit, and if they cannot always treat them to an "order," they can at least always treat them with that courtesy which has well been said to be the cheapest exercise of virtue,—it costs even less than rudeness.

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LATEST AND BEST.

These words are suggested to us after a careful enquiry into the quality and results in use of the Cook's Own Baking Powder now being manufactured and introduced to the housekeepers of the Dominion by the well-known firm of Hossack, Woods & Co., of Quebec. The superlative as regards quality in baking powders has been long a prize for which makers have vigorously contended, but hitherto it seems to us that this province, applying the assertion to all the territory east of Montreal, has not put forth any contestant worthy the honor of a first place, and whose product could compete in point of economy, cheapness and excellence with the brands manufactured in the West. Messrs. Hossack, Woods & Co. therefore deserve high credit for persever-

ing in their efforts to compound a baking powder which in point of general superiority to all brands now sold by grocers throughout the country, purity, and strength and freedom from any adulteration are its recommendations, and the dealer who sells it once to his customers may depend that upon trial its leavening and lightening properties where used in bread, pastry, griddle cakes, or biscuits will be found so wonderfully satisfactory to the housewife that she will thenceforward patronize the store where it is carried in stock. The general composition of this powder is no closely guarded secret, the proper timing of the ingredients which result in the sweetening effect of its use are alone the property of the firm. Its basis is the choicest of French cream of tartar, imported specially, and carefully packed for the purpose, so that its full freshness and strength is transmitted to the admixture. Such is the Cook's own Baking Powder. We have seen this baking powder tried and find it to be all that it is recommended. The price will be found low, owing to the large scale upon which the firm are in a position to manufacture in conjunction with their other specialties. The get-up of package is also extremely neat and appetizing. In fact, the reputation of the firm is at stake, and they have put an article on the market in the Cook's Own of such standard excellence as may well command a trial by every enterprising grocer who wishes to have his stock replete with the best goods of the day.

The Wholesale Trade in China, Crockery, Glassware, &c.

In this department of trade not a little of the success of the retail dealer depends upon the alacrity and good taste evinced by his wholesale merchant in obtaining the latest novelties and keeping an assortment at once attractive, cheap and replete with new designs and patterns. The house of F. T. Thomas is one which we introduce to buyers of the above goods as possessing all these attributes. The salesroom and office are located in Shaw's building at 114 Mountain Hill, whilst the wholesale warehouse containing the reserved stocks in their original crates and hogsheads, as well as burning oils, is situated in the extensive stores erected by Messrs. Chinc & Beaudet on the Richelieu Company's wharf, and which are four stories and basement in height, and by location unexceptionally well situated for the receiving and shipment of goods to all parts of the country. To the enterprising efforts of Mr. F. T. Thomas in endeavoring to carry at all times a well assorted stock of this class of merchandise, and one which is constantly being revised from a study of the tastes of Lower Canadian buyers, we may justly ascribe a large share of the progress which Quebec has made within the last six years as an importing market for this class of goods. This has been accomplished with little ostentation, the attractive lines of goods and the low figures at which they are offered being the main arguments which have converted many local and outside buyers who had hitherto sought in the Western markets for their china and granite ware and lamp goods, to the conviction that they not only lost time and incurred expenses by the operation, but failed in the end to secure grades of goods which pleased their customers as well as those that could be had in exact quantities to suit their wishes from the above house. An inspection of the stock here on view in the departments revealed to us engraved into the wares some of the finest touches of art in breakfast, dinner and tea sets and bedroom and toilet sets in plain, gilt and flowered patterns in china, also procelain and majolica ware, cut glassware, decanters, wine glasses, tumblers, butter-coolers, fruit and dessert dishes, and a profuse variety of articles now so indispensable to housekeepers and for various domestic wants. The fancy goods department is also very replete with vases, mantle ornaments, and hundreds of sundry articles imported by the proprietor from manufacturers in England, Scotland, France, Germany and Bohemia. In the lampware department a very fine display is made, including hall, study and parlor lamps with attachments and well assorted stock of bronze pendants, brackets, burners, wicks, porcelain and paper shades, &c., &c.; in fact, the reputation which this house enjoys for offering a large stock to choose from is fully sustained by an inspection of the sales-room, where good judgment and taste on the

part of the buyers is made manifest on all sides. Orders and enquiries by mail may look for prompt attention, and visitors coming from a distance are made welcome, it being considered no trouble to show goods and afford buyers full information with courtesy whether they place orders or not. In the department of Rockingham and brown ware a very large stock is at command of the house, as the proprietor is directly interested in the manufacture of these goods in Canada, and can offer dealers inducements consistent with this fact. In this line of goods, a specialty of high excellence is Rockingham ware teapots, which are very popular and saleable, and for quantities of which unusually low figures are quoted. The stock which is now in hand and being brought together for the coming spring trade is being laid down at prices which will enable him to quote unusually low figures, in fact ruling as low as any house in Canada for desirable goods. Every parcel shipped is carefully repacked by experienced packers and promptly dispatched. Mr. F. T. Thomas is a gentleman of long experience in this line in Quebec, and has succeeded in a large measure to the business formerly carried on by the old firms, of Goodwin & Co., and McCaghey, Dolbeck & Co., in St. Paul street; he gives every department his personal supervision, and is constantly to be found in the office or warerooms. We have therefore pleasure in adding this to the list of trades which are well represented in the wholesale market of Quebec, and therefore worthy the enquiry of buyers in this section of the Dominion for the coming spring trade, who should take pleasure in supporting the houses in the old parent city, where they have as complete stocks to choose from, can purchase as cheaply, and by buying often have goods just in the quantities that best suits their wants.

THE ANCHOR BREWERY.

Quebec, so long the garrison headquarters of British North America, should naturally be the seat of manufacture in this article of a very high class product, and such is the case with reference to the oldest and leading brewery of J. K. Boswell, known as the Anchor Brewery, which is the largest and best equipped of any east of Montreal, whilst so far as mechanical appliances are considered this brewery compares favorably with the most modern in the west. To a persevering effort on the part of the management to improve the general quality of the ale, by using the best of ingredients and employing brewers practically versed in the chemistry of brewing, uniformity in quality and flavor of product has been attained. The brewery is located at 8 St. Vallier street, whilst various other departments of the business are carried on in a massive stone structure located at from 103 to 109 St. Paul street, which covers nearly half an acre of ground. The latter is a rarely substantial building four stories in height, and in its interior allotment it complies with all the latter day requirements of large establishments. These two establishments are entirely self-contained, including within the precincts of the building malt and fermenting, growing and mash room, ice house, bonded warehouse, bottling departments, whilst it is also provided with some of the best vaults and cellars in the country for the storage of stock ales. The marks consist of Boswell's X, XX, and XXX India pale ale and brown stout porter, which is put up in kegs, barrels and hogsheads and bottled and skillfully packed in barrels of three dozen each for shipment to distant customers and export abroad. These bottled ales and brown stout are also in high favor with local consumers, and in fact all who once give it a fair trial and compare it with other brews. The best characteristic of the "Anchor Brewery" ales are their reliability and uniformity from season to season. The cause of its fine sharp flavor, and its intensely pleasant and nourishing properties is attributable to the fact that great care is observed in selecting the ingredients as well as in the processes. Nothing deleterious to health is to be found in these ales or porters. Sound grades of No. 1 Canadian barley and malt, pure limpid water carefully filtered, and the best German and American hops alone are used. It has taken a probation of many years before the proprietor could with confidence lay claim to the first place for his products in this section of Eastern Canada which he now enjoys undisputedly. We might say that

an annually increasing quantity of the Anchor Brewery ale is shipped to the Bermuda Islands and Malta, where it is the favorite beverage with the British troops. The ale and stout is also popular in hotels and restaurants, and when once served to customers it is sure afterwards to occupy a conspicuous place. The prices are as low and terms as liberal as any brewery in the Dominion.

BETTER PROSPECTS EVERY DAY.

From all parts of Canada comes the cheering news that business is reviving, and that this time it is not with a view to create a feeling of artificial confidence that the commercial columns of newspapers of every shade of politics are alive with reports of improvement which must silence the most dismal prophecies of the croakers. A sufficient time has not yet elapsed for the money brought into use by the improving remittances of country merchants, and the better demand from manufacturers for their products, to be circulated among the rank and file of the people, so that many lines of small traders still complain bitterly, and say that they never saw times looking so dark or money more scarce, but a few months will materially alter the opinion of these. The leading members of our oldest business firms, and men whose judgment has been ripened in witnessing the growth and decline of a number of such waves of commercial stringency as that which is now rolling away, aver that, judging from the cautious manner in which their customers are buying, and their endeavors to renew stocks in smaller quantities for cash, when an inducement in the shape of discount is offered, an era of greater integrity and confidence between wholesale and retail men is dawning, in fact the lesson that the great bulk of failures has taught contains in it a long chapter, a study of the individual illustrations contained in which shows that the honest retail merchants who have pulled through without a compromise have fared the best, though many irritating injustices were sometimes their lot when they had to compete side by side with dishonest traders who made a business of failing periodically, showing out the glaring iniquity of the Insolvent Act and its amendments as it now stands, which is such an instrument of confusion and disorganization in the hands of those who traffic in its weak points as to be worse than useless. In many instances we have seen the assignee's fees literally to eat up all the assets of an estate, whilst these gentlemen felt themselves lenient to benevolence in not assessing the creditors for additional expenses which they claimed as their due. Another indication of improvement consists in the steady advance in value of bank stocks and the shares of the great bulk of investment associations, which has been steady as the rise of the barometer. The rush of money from all quarters to secure investment also points to the feeling of confidence which pervades the outlying districts. The wholesale trade is steadily sustained, and gives promise to transact a brisk holiday business. The great bulk of the surplus goods imported last spring in anticipation of the new tariff will be broken this winter, so that next spring our home manufacturers will find an entirely different demand for many lines of goods now made in Canada, and the manufacturers of which have as yet only been called upon for sorting lots to fill deficiencies in stock. Summing up the whole aspect of the situation, the trade prospects in Canada for the coming year are brighter than ever they have been before, fully justifying us in the conclusion that we are entering upon an era of healthy manufacturing and general business activity, the parallel of which our Dominion has never yet witnessed.

* * The town of Farnham voted last week on the by-law authorizing and directing a subscription of \$25,000 to the capital stock of a beet root sugar company, and carried the same without an adverse vote. The parish is shortly to vote on taking \$10,000 stock in the enterprise.