

THE GROCER AND HIS CUSTOMER.

Confidence is an all-important consideration in the dealings of customers with their grocer, and to establish that feeling with them the grocer should make special effort. The San Francisco Grocer finds that there are some men in the grocery business, as in every calling and occupation, who resort to questionable methods to make money, but believes that the average dealer in the necessities of life is above such practices. And so he should be, for the grocer, our contemporary thinks, occupies a place in the community not equalled by any vocation, and in his relations with the consuming public becomes much more intimate than the majority of merchants. To resort, therefore, to underhand and small practices to secure temporary advantages, for they can be but temporary, is not in a line with the important part the grocer takes in the social economy. "The ignoring of the rights of customers, however, should never be permitted, and complaints should always receive careful consideration; this should be strongly impressed on the minds of employees, for much of the trouble which arises in a store may be traced to an over-zealous clerk who is injuring his employer's interests by standing on his dignity and refusing to make reparation for his errors."

"We would advise a grocer who has unknowingly allowed an imperfect article to leave his store, when represented and purchased as good, to make every effort to rectify the mistake, but at the same time to be sure that it was spoiled before it left the establishment. Many are the incidents related of lost trade and popularity by the merchant's stubbornness in treating with his patrons in matters of this kind, but investigation will often show that the fault is with the customer in such cases. It will not pay any trader, either wholesale or retail, to be small in his dealings; to pursue that course in business is to lose the respect, and, what is more, the trade of the community. Prejudice is a difficult matter to overcome; once rooted in a former patron's mind, it is next to impossible to eradicate."

OUR SAMPLES IN FANCY CHINA, GLASSWARE, &c., ARE TO HAND.

Our Travellers are now starting with Complete Lines. We cover from Atlantic to Pacific coasts, and will be represented as below.

Mr. JOSEPH PEASE, Quebec & Lower Provinces.
" W. H. THOMPSON, Northern & Midland Rys.
" Wm. PICKERING, Western Ontario.
" A. T. P. ANDREWS, W. G. & B. Ry. and Waterloo County.
" F. A. REES, Eastern Ontario.
" W. T. SALTER, Niagara Peninsula.
" C. W. LAKER, City.
" C. M. RUBIDGE, Manitoba & Brit. Columbia.

We can save you money and give you New Staples and Decorations. Please reserve orders till you inspect our Lines.

RICHARD TEW & CO.,
IMPORTERS OF
CROCKERY, GLASSWARE, CHINA,
LAMP GOODS, &c.

10 Front St. East, Toronto.
(Adjoining Board of Trade Building.)

Commercial.

MONTREAL MARKETS.

MONTREAL, April 9th, 1890.

ASHES.—Quietude marks the situation. Receipts for the first week of April are only about 20 brls., and since last writing the only shipments have been a lot of 21 brls. pots and 10 of pearls to Europe. We still quote \$3.75 for first quality pots, seconds \$3.25; pearls are not at all quotable.

BOOTS, SHOES, AND LEATHER.—Leather buyers have been more frequent in the "swamp" the last two days or so; the Easter holidays have probably caused some little interruption to business, still leather men as a rule seem more cheerful than they have been for some time past, though there is no buying of large lots reported. Some boot and shoe travellers will shortly be leaving for the lower ports with

fall samples, but it will be several weeks before the main body of them get away. There are full stocks of nearly every line of leather, and quotations are without any change whatever. Buyers of fair lots could doubtless obtain concessions here. We quote:—Spanish sole, BA., No. 1 19 to 22c.; do., No. 2, B. A., 16 to 18c.; ordinary Spanish, 19 to 20c.; No. 2 ditto, 16 to 17c.; No. 1, China, 18 to 19c.; No. 1 slaughter, 22 to 23c.; No. 2 do. 20 to 21c.; American oak sole, 39 to 43c.; British oak sole, 40 to 45c.; waxed upper, light and medium, 30 to 34c.; ditto, heavy, 24 to 30c.; grained, 28 to 32c.; Scotch grained, 30 to 33c.; splits, large, 16 to 22c.; do., small, 12 to 18c.; calf-splits, 32 to 33c.; calfskins (35 to 40 lbs.), 35 to 55c.; imitation French calfskins, 65 to 75c.; russet sheepskin linings, 30 to 40c.; harness, 20 to 25c.; buffed cow, 11 to 13c.; pebbled cow, 10½ to 14c.; rough, 16 to 21c.; russet and bridle, 45 to 55c.

CEMENTS AND FIREBRICKS.—A fair business is doing in cements from stock in small lots at old prices; some fair lots are expected by first vessels, and prices ex-wharf will range from \$2.50 to 2.65 for Portland. Firebricks are coming out dearer than last spring, and will run from \$20 to 25 per 1,000; at moment stocks are very light on spot, and prices held very stiff at \$25 to 30.

DRUGS AND CHEMICALS.—A steady jobbing distribution is reported, and a continued growing firmness is to be noted in heavy chemicals generally, which will take emphatic shape when new supplies arrive by first vessels. Bicarb soda could not now be laid down under \$2.15; sal soda, bleaching powder, sugar of lead, copperas, all firmer; quinine easier; new oil of lemon also cheaper. We quote:—Sal soda, \$1.15 to 1.25; bicarb soda, \$2.25 to 2.40; soda ash, per 100 lbs., \$2.00; bichromate of potash, per 100 lbs., \$11.00 to 13.00; borax, refined, 9 to 10c.; cream tartar crystals, 29 to 30c.; do. ground, 30 to 34c.; tartaric acid, crystal, 48 to 50c.; do. powder, 50 to 53c.; citric acid, 60 to 65c.; caustic soda, white, \$2.35 to 2.50; sugar of lead, 10 to 12c.; bleaching powder, \$2.75 to 3.00; alum, \$1.60 to 1.70; copperas, per 100 lbs., 90c. to \$1.00; flowers sulphur, per 100 lbs., \$2.25 to 2.40; roll sulphur, \$2.10 to 2.25; sulphate of copper, \$6.00 to 6.50; epsom salts, \$1.75 to 1.90; saltpetre, \$8.25 to 8.75; American quinine, 48 to 52c.; German quinine, 48 to 52c.; Howard's quinine, 50 to 55c.; opium, \$4.75 to 5.00; morphia, \$1.95 to 2.10; gum arabic, sorts, 70 to 90c.; white, \$1.00 to 1.25; carbolic acid, 55 to 65c.; iodide potassium, \$4.00 to 4.25 per lb.; iodine, re-sublimed, \$5.00 to 5.25; commercial do., \$4.25 to 4.75; iodoform, \$6.50 to 7.00. Prices for essential oils are:—Oil lemon, \$1.65 to 2.10; oil bergamot, \$3.00 to 3.50; orange, \$2.90 to 3.10; oil peppermint, \$3.75 to 5.00; glycerine, 25 to 28c.; senna, 12 to 25c. for ordinary. English camphor, 90c. to \$1; American do., 80c.; insect powder, 40 to 45c.

DRY GOODS.—Payments on the 4th instant were well met, all things considered, the proportion of paper taken up being larger than was generally anticipated. Several houses report something better than fifty per cent. of their customers' acceptances provided for, while one house reports sixty per cent., a result decidedly better than either of the two preceding years at this date. Sorting business shows some improvement; last week's weather

was not very favorable to a good Easter business for the city men, but this week has opened up with brilliant skies and mild spring-like air and temperature, which will help business considerably. Fine weather is said to prevail in the west, and is drawing travellers out pretty generally. In prices there is nothing new to note. Nearly all the city warehouses were closed on Monday afternoon, as a mark of respect to the late Hon. Hugh Mackay, whose funeral took place that afternoon, and was attended by the trade generally.

FISH.—Business in this line is about dead, and prices largely nominal, dealers taking the best they can get as a rule. Labrador herrings can be bought for \$3; No. 1 green cod probably about \$4.50; No. 1 large, \$5; British Columbia salmon, \$10 50 to 11; dry cod pretty steady at about \$4.50.

FURS.—In this line trade is quite dull, and of raw furs very few are offering indeed. Further mail advices confirm the general decline, and emphasize the remarks contained in our report of last week. Prices as revised in last issue remain. We quote for average prime skins. Beaver, \$4 to 4.50; bear, \$12 to 14; cub ditto, \$4 to 5; fisher, \$4 to 5; red fox, \$1.20 to \$1.30; cross ditto, \$2 to 4; lynx, \$2 to 4; marten, 80 to 90c.; mink, 60 to 80c.; spring muskrat, 15 to 16c.; otter, \$8 to 10; coon, 50 to 75c.; skunk, 40 to 60c.

GROCERIES.—The trade as a whole reports a steady moderate distribution. As a prominent wholesale dealer remarks, "with present shipping facilities the day of heavy purchases at any one particular season is gone by." Remittances are coming in very fairly, and we find comparatively little disposition to grumble at collections in this line. Sugars

SUCKLING, CASSIDY & Co

We have received instructions from John W. Lawrence, Esq., Trustee, to sell en bloc at our warehouses on

Tuesday, 22nd day of April, 1890,

at Two O'clock p.m., the stock belonging to the estate of

SAMUEL, J. LYONS, Aylmer,

Consisting of—
General Dry Goods.....\$2,831 24
Mantles and Mantle Cloths..... 385 55
Ready-Made Clothing..... 709 37
Gents' Furnishings, Hats and Caps..... 561 33
Tweeds and Tailors' Trimmings..... 423 02
Boots and Shoes..... 635 08
Groceries..... 285 64
Fixtures..... 123 95

\$3,266 32

Stock and inventory may be seen on the premises at Aylmer, and inventory at our office.

TERMS—1 cash (10 per cent. deposit at time of sale); balance 3 and 4 months approved paper with interest at 7 per cent. per annum.

Suckling, Cassidy & Co.
AUCTIONEERS.

EXECUTORS' SALE.

RARE OPPORTUNITY

To Secure Cheap Carpets.

ENTIRE STOCK OF

WM. BEATTY & SON,
CONSISTING OF

CARPETS,
Oilcloths, Linoleums and
HOUSE FURNISHINGS.

Liberal Discounts off all Purchases
FOR CASH.

3 KING STREET E., TORONTO.

DON'T place your orders for **FRUIT TREES,** ORNAMENTALS, GRAPE VINES, SMALL FRUITS, Etc., until you send post card for my New Illustrated Free Catalogue for 1890, containing important information and Living Prices. Vines and Plants by Mail a Specialty. Address,
A. G. HULL, CENTRAL NURSERY,
ST. CATHARINES, - - ONTARIO.

THE "MONETARY TIMES,"

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