

CHILDS & COMPANY,

MANUFACTURERS AND DEALERS IN

Boots and Shoes,

WHOLESALE,

No. 51 YONGE STREET,

TORONTO.

BOOTS AND SHOES

WHOLESALE.

CHILDS & HAMILTON,

MANUFACTURERS.

THIS Business was established in 1847, and is continued at the OLD STAND, No. 7, Wellington St. East, Toronto.

Our Productive Power has so much increased, that we are now producing all classes of Boots and Shoes, and of just the kinds required by our largely increasing TRADE. We have only to say that all dealers in Boots and Shoes requiring goods to suit the wants of this Province, will do well to send their orders to, or call on

CHILDS & HAMILTON.

Factory and Warehouse—No. 7 Wellington St., Toronto.

panies last year exceeded two millions of dollars. The circular next alludes to the well known fact that the most disastrous fires have occurred in villages or towns, where the buildings are mostly of wood, and where the appliances for extinguishing fires are at best imperfect and ineffective. All doing business in such localities are earnestly urged to use their best efforts to secure adequate means for extinguishing fires. The losses in such places have fallen to a considerable extent upon the wholesale merchant. Instances of this are given as follows:—"Bradford has one whose liabilities were over \$30,000, insured for \$7,000; compromised with creditors for 50c in the dollar. Newmarket, another whose liabilities were \$54,000, insured for \$8,000; compromised with creditors for 32½c in the dollar. Barrie, another whose liabilities were \$11,000, insured for \$1,300; compromised for 50c. Instances *ad libitum* might be given of the above nature." It is given as the opinion of the Board that not 25 per cent. of the value of property is insured—a statement, which, if correct, indicate a state of things not creditable to the shrewdness of our traders. The excellent advice is added that merchants should keep a correct inventory of their stock actually or semi-annually, so that in case of loss a claim can readily be established; and that their books and papers should be safe from fire, as the loss of them is generally a serious matter, besides rendering it impossible to prove their claim for insurance. In reference to this latter suggestion, it may be said that the insurance companies make every allowance when books are burnt, and show a willingness to accept whatever proof is available and pay the loss. Although such is the fact, it does not break the force of the excellent suggestions of the Board of Trade, which should come to the notice of all our traders, and be promptly acted upon by all who have neglected duties so manifestly urgent.

NEW PROCESS OF UTILIZING FRUIT.

The new process of preserving fruit and vegetables by evaporation, though in its infancy, has developed sufficiently to show that a great revolution is to be effected in housekeeping. At Middletown there has just been put in operation an establishment for preserving fruit by evaporation. The principal machinery is a steam engine and what is called an evaporator. The latter is made of wood, being about five feet square and fifteen feet high. On the outside of the evaporator are four endless chains, one at each corner, which pass up the outside and into the top of the evaporator. Upon these chains are loose bearers, nine inches apart, which, entering the evaporator, become supporters to wire hurdles, upon which the fruit has been placed. The hurdles are made five feet square, and being put in the evaporator nine inches apart, about twenty are required to fill it. In the bottom of the evaporator is a coil of 3,000 feet, which is heated by steam from the boiler of the engine; the temperature at the bottom is 180 degrees. A fan is so arranged that the hot air is tempered by a blast of cold air. The fruit is all put into the evaporator at the top and taken out at the bottom, with the watery matter entirely extracted, and the sugar and nutritious elements are not only preserved but increased, when compared with its raw condition. The hurdles resting upon the endless chains are lowered by means of a crank, which regulates the fruit according to the capacity and temperature of the evaporator. After the fruit is taken from the hurdles it is placed in paper boxes, generally two pound boxes, and sent to market.

One bushel of tomatoes makes four pounds after having gone through the process. These four pounds are said to equal twelve quart airtight cans of the same fruit, costing one-half the price now paid for canned tomatoes.

Of berries the proportion of pounds to the bushel is greater and varies according to the quantity of liquid in the fruit, which has all to be evaporated.

Of peaches, the proportion of preserved fruit to the bushel is said to be from eight to ten pounds, sold at half price of canned fruit.

CREDIT VERSUS CASH.

Knowledge is power and greater than wealth; is happiness and contentment. The allegation has frequently been made that the man who possesses the knowledge of what to eat, what to drink, and what to avoid, is supremely happy among mortals; and it is sufficiently certain that the grocer who knows who to trust is incomparably fortunate among grocers. Few can boast of the possession of this grand secret to commercial prosperity. It is unquestionably difficult of attainment. There is no royal road to the proper comprehension of business principles: experience is necessary, and practical, thorough-going hard work is imperatively essential. There are few more complete trading failures than those made by amateur grocers. It is frequently observable, indeed, that where youthful aspirants for commercial prosperity have selected the grocery trade as a field for the exercise of their abilities, they discover such numerous difficulties in the realization of success as lead them to the belief that ignorance of trading matters is not precisely calculated to achieve the well-doing of the grocer; and a mysterious absorption of what little capital they originally possessed to launch them in the ways of trade serves the probably useful purpose of convincing such would-be-traders that before they can succeed as grocers they must perforce study the exigencies of the grocery trade, and that before they are able to satisfactorily compete with their neighbours they must necessarily

acquire some knowledge of the laws of commercial rivalry.

One of the greatest difficulties which the young—and, indeed, the old—shopkeeper has to contend against is distinctively—Credit. The practice of giving credit would seem to contain those elements of destruction which are simply necessary for the complete ruin of the business man. In the grocery trade, too, credit is indispensable, inevitable—and customers must have it. Philosophy inculcates the futility of our contending against the Nemesis of fate, and, as a rule, it is unquestionably equally futile for the grocer to attempt to overreach the Nemesis of credit. Without allowing it, he can't push trade in a manner which he deems compatible with enterprise; while, in consequence of adopting the practice of trusting customers, he is necessarily in imminent danger of making innumerable bad debts; and not infrequently, despite the most cautious discrimination, he loses an amount of money through the allowance of extended credit, which cripples the operations of his trade, involves him in vexatious pecuniary difficulties, and leaves him probably in a condition of irremediable insolvency. Recognising the fact, moreover, that the nature of the grocer's trade is peculiarly amenable to the disastrous influences of an aggregation of bad debts, it will be readily perceived how incumbent it is upon the grocer, in the manifold operations of his trade, to most carefully consider this question of credit as one of the most important exigencies of his dealings, and as the great cause of his success or failure.

Perusing the records of our bankruptcy courts, and reading the particulars of the numerous cases of insolvency connected with the trade which reach us, we cannot fail to observe the significant fact that one of the most common causes which lead to the failure of grocers is the want of judgment in giving credit, the ruinous effects of which are never surmounted. Quick returns are indubitably very beneficial to business operations, and directly favor the possibility of smaller profits; and as these are days of small profits—as the grocer finds it imperatively necessary, by the sweeping competition of the time, to content himself with a limited realized profit in the hope of future advantage in consequence of the increased extent of his trade—it surely behoves him to exert every care and watchfulness in order to enjoy the benefits (so far as he possibly can) of ready-money transactions.—*London Grocer.*

THE FUTURE OF SUGAR.—The *London Produce Markets Review* of August 26th, says:—The continued firmness of the raw sugar market is somewhat remarkable, in the face of the many circumstances which ought, according to all precedent, to have an extremely depressing effect upon prices. The promise of an extraordinary beet crop of 1,150,000 tons, an increase of 205,000 tons on the yield of the season just ending, is alone sufficient to bring about a serious depression; for in addition to so heavy an increase in quantity as one-fifth, the whole crop is virtually made and thrown upon the market in three months, and the manufacturers are generally not able to hold for higher rates. It must be said that ten months' home consumption of Great Britain, France, Germany, Austria, Russia, and the Low Countries have to be disposed of without reserve in three months, in addition to an European stock of something like 250,000 tons of cane sugar, and constant arrivals from the tropics. It is not improbable, in addition, that there will be an increased production of cane sugar, amounting to 100,000 tons in the Eastern countries, and if so the increase in the world's production will be about ten per cent. Cane sugar is at present very dear, although it is known that beet sugar will be obtainable a few weeks hence at several shillings below present rates in the London market.