

DO NOT XEROX

THE CANADIAN GROCER

& GENERAL STOREKEEPER

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SPECIAL TO OUR READERS.

As the design of THE CANADIAN GROCER is to benefit mutually all interested in the business, we would request all parties ordering goods or making purchases of any description from houses advertising with us to mention in their letter that such advertisement was noticed in THE CANADIAN GROCER.

THIS WEEK'S MOTTO :

Truth is better than a falsehood even in an advertisement.

It is hard for a new manufacturer to become initiated upon the supply list of the wholesale grocery market in this city. No new brands receive a cordial welcome except such as come with the name upon them of some producer who has won a reputation for himself by some other article. All the magic is in the name. Quality has nothing to do with the matter, and the best line has to put in sometimes a long probationary period before it is taken up by wholesale grocers. They are not very open to argument upon the question of merit, and prefer to cling to that which has their confidence rather than venture upon that which has no commercial record. But a good line is worth pushing upon such a market, as the very difficulty of displacing stand-bys proves that the wholesalers do not readily forsake what they have once adopted. This is a

distinguishing temper of the wholesale grocers of Toronto, and while to some degree observable in the wholesalers of other cities is not nearly so pronounced. Innovation is the great point with some jobbers, but conservatism rules among those in Toronto. With them a name once made and upheld is secure.

* * *

The deputation from the Montreal Board of Trade which waited on the Minister of Customs to urge the adoption of some means to put an end to diversity in appraisements at different ports of entry, had the support of the whole importing trade at their backs. Importers have too long been without redress or practical source of appeal against the rulings of local appraisers. Not having any standard to which to conform, these officers frequently differ very much in their individual ideas as to the classification of the same description of article. That anomaly virtually invests the local appraiser with absolute power. His deliverances in tariff exegetics apparently cannot be reversed. There is a Board of Customs to which all disputed questions are supposed to be referred, but its mediation between the importer and local appraiser is hard to bring about, for the simple reason that it never, or rarely ever, meets. If it would do its duty properly, the importers of the country would not now be calling for the appointment of a chief appraiser. It is remarkable that commerce is without any protection against the arbitrary rulings of men who are often too inexperienced in the handling of goods that admit of equivocal description. Assessors of value for taxation have a check upon their reports in the Court of Revision, and assessment for taxes is not a whit more important than appraisement for customs.

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In the spring the salesman's fancy gravely turns to thoughts of closing—and closing early. Last year there was a fair amount of

progress made in the early closing movement, and the scope of the reign of darkness—literal and metaphorical—was considerably reduced. The campaign is being resumed with better heart this spring, on account of the hopeful results of last year's agitation, an agitation which enlisted the press, the pulpit and the buying public in several places. Let it be hoped that employees will be still more disposed to shorten the working day for the good of themselves and their help. The five o'clock closing hour will soon be due in the wholesale grocery trade of this city. Last year the situation looked promising for the establishment of that hour as the time for closing all year round. It would be a gracious and highly appreciated act of the wholesalers if they would go the whole year, and begin on the first of May with the understanding that they should close at 5 o'clock every day until the first of May, '93. The employes stayed cheerfully at their posts last summer, and gave up their hour many an evening when the rush for sugar was at its height.

* * *

In a speech upon the insolvency question, delivered before the Halifax Board of Trade a few days ago, Mr. Fyshe said some wise things, and among others this : "There are three interests involved in this matter, the interests of the insolvents, the interest of the creditors and the interest of the public ; compared with the other two interests that of the insolvents is utterly insignificant, and it transgresses all reason and common sense that they, after all the mischief and waste they have already brought on their creditors and the community, should be treated as a favored class, petted and helped as if they had been benefactors to the community instead of drags on it, while better and abler men are treated as of no account in comparison, and the interest of the general public practically ignored. It is not the matter of the bankrupt's discharge, but this of compromising with him and allowing him to continue in business, which really is the key to the whole subject, and it is hardly worth while discussing any other part of it."