

PUBLISHED WEEKLY \$200 PER YEAR

THE CANADIAN GROCER & GENERAL STOREKEEPER

Published in the interest of Grocers, Cannery, Produce and Provision Dealers and General Storekeepers.

Vol. VI.

TORONTO, MAY 6, 1892.

No. 19

We beg to advise readers of a change in our premises, made last week. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

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:

Honest industry and legitimate trade are the trunk lines to success.

The Patrons' Advocate is the name of a new paper, published in Winnipeg in the interests of the Patrons of Industry. By natural instinct, it appears to be the enemy of THE CANADIAN GROCER, for in the leading article of its first number it runs up against us most defiantly. A reprint of that article, given on another page, shows how our truculent contemporary jumps into the ring, and capers about in gymnastic demonstration of its fine fighting trim. But, like most dancing warriors, our antagonist does not strike, and neither THE GROCER nor its arguments in relation to the Patrons of Industry are yet demolished. Our readers will respectfully note that the Advocate does not show cause why we should either further strengthen or retire from our position

on the Patron question. Our attitude towards the Patrons of Industry is odious to the apologists of that order because it is formidable. If it were assailable on grounds of fact or of logic, our contemporary would not be content with resting its attack upon mere general denial.

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Canned goods ought to be plentiful, if all the projected factories for producing them once get running. Here and there all over the province, preparations are being made to have new canneries open in time to help swell the 1892 pack. The passing of the anti-bonus act by the Ontario Legislature in its last session gave a set-back to the prospects of some of these. Towns desirous of restoring their waning industrial greatness, or ambitious to outstrip rivals, too often committed themselves to the support of undertakings that were not only economically uncalled for, but were really injurious to every interest that touched them. Overproduction had a big ally in this zealous readiness of would-be cities to assist local industries. The tendency of the canned goods industry to overstock the market, even with the present productive capacity, has had to be held in check for some years. If the crop should be good and the season not too short, the factories now operated could easily turn out more goods the coming summer and fall than this country would be able to consume or conveniently get rid of. Our fruit pack last fall was out of all proportion too large, and a considerable surplus of it will have to be carried over into next crop-year, unless some export avenue should open in the meantime. But the ample productive capacity of the country does not dissuade recruits. They must be singularly hopeful if they all believe they are going to make money. If they find a market for their goods it will be at very unsatisfactory prices, and the dog-in-the-manger feature of their posi-

tion will be apparent when they neither make profit themselves nor allow anybody else to make it. We have heard of industries being run into the ground in this way. They usually recover, but not until the weaker have been crowded ruthlessly to the wall. If the anti-bonus act will keep out of this industry some men who were being tempted into it by promises of municipal aid, it will have done a good thing.

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A. E. P. in our last issue, and Wesley Saylor in this one, write two excellent letters upon the cost of doing a grocery business, and show the utter futility of attempting to meet that cost from a profit margin of 12½ per cent. Mr. Saylor makes it plain also that 12½ per cent. is not realized on the aggregate of the sales, though it is on the invoice, as, the sales being taken as the basis of calculation, the percentage is 11 1-9 instead of 12½. This naturally cuts down the grocer's returns from even the low net proceeds that A. E. P.'s figures show. These figures, which give the opposition the benefit of every doubt, are more likely to be too low than otherwise. They should be carefully conned, however, by every merchant who has any weak leaning towards giving in to the Patrons' proposals.

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Buyers who attended the fruit sale in Montreal last week very generally complain about the difficulty they had in getting at their stock. They were put to no end of trouble in searching for the lines they bought. The reason for this was the utter absence of orderly arrangement in the loading of the boat, and the want of any correction of this fault in the assortment of the cargo in the shed. Lines had to be painfully picked out, a little here, a little there. Nothing could be more injurious to these sales than such slipshod arrangement. Buyers from distant points in the United States declared they would never attend another Montreal fruit sale. If Montreal is to keep its position as a distributing centre of Mediterranean fruit, this sort of thing will need to be very infrequent. The same accident or neglect should not occur twice.