

Leading Wholesale Trade of Hamilton.

Knox, Morgan & Co.

WHOLESALE DRY GOODS,

HAMILTON, - - ONT.

Our Spring Stock of Staple, Domestic and Imported Goods is fast being completed, and shipments will be made in rotation towards orders already received.

The excellence of our Spring Stock is shown by the increase in orders already booked. See Samples in Travellers' hands.

KNOX, MORGAN & CO.

ADAM HOPE & CO., HAMILTON.

Sole Agents in Canada for

THE SHOTTS IRON CO., GLASGOW,

The quality of this Iron is not surpassed by any Brand used in Canada.

BINDER TWINE AND CORDAGE OF ALL SIZES.

A full stock of Tinsmith's supplies for Milk Can and Dairy purposes. Milk Can Trimmings 15-40 gall Tinned Sheet Iron 50," 55," 60," 72," x 30" and 7' x 3' x 24, w. g.

OUTLERY—Joseph Rodgers & Son, Lockwood Bros., and other well known makers in stock.

FISH! FISH!

WHITE FISH SALMON TROUT

Bay Herrings \$1 in half barrels.

Kipperd Herring one-quarter barrels.

Codfish, large fat, tub cured.

Hard dry Codfish, large.

All A 1 Fish low prices to the trade.

JAMES TURNER & CO WHOLESALE GROCERS, HAMILTON.

B. GREENING & CO., Wire Manufacturers and Metal Perforators.

VICTORIA WIRE MILLS, HAMILTON, ONTARIO.

NEW JAPAN TEAS!

BROWN, BALFOUR & Co.

WHOLESALE GROCERS,

HAMILTON, - - - ONT.

This argument, I admit, can be carried too far. I have no desire to see the rights of any man or body of men unduly disregarded. On the contrary we would be recreant to the obligations of a glorious heritage, if we did not defend them at whatever hazard if in real danger. There is however no such danger. It is simply a question of results. Association righteously commissioned constantly aims at best results, and if the means employed are unjust, a sensitive public will soon assert itself by a declaration. In the present instance, such has not been the case. The whole agitation has been purely incidental to a personal quarrel during a municipal contest, and no prominent public man has raised his voice in condemnation. The press, taking it for granted that combinations were wrong, has occasionally made some hazy assertions in that direction, but has never dealt with the subject intelligently.

Under such circumstances, I submit that the influence of a journal like THE MONETARY TIMES should be on the side of safety.

Yours very truly,

H. BLAIN.

Toronto, 4th April, 1889.

RETURNING GOODS.

Editor MONETARY TIMES:

SIR,—In your last issue there appears a letter from "Straight Business" on this important subject. It is about time that wholesale merchants, both in Toronto and Montreal, awoke to the necessity of something being done to stop this ever-increasing evil. The fault of this continued existence of such a habit does not altogether rest at the doors of the Toronto wholesale merchants, as the writer of the Montreal letter infers. Both cities are equally guilty in that respect, hence the blame cannot be cast on one any more than the other. Houses in Toronto have taken a bold stand more than once, and in consequence have suffered from the same cause as "Straight Business," and the same threat has been used here, "that the Montreal merchants treat them better," &c.

The line of business which I represent suffers more than any other, as the goods are perishable, and handling depreciates the value very materially. Dealers arrive at the openings with their milliners, who pick up the novelties and lay them aside. In due time the goods are sent forward and the wholesale merchant congratulates himself that certain risky lines have been sold out. In a few weeks back come portions of the risky lines from different sections of the country! Some without a word of explanation, others with stale excuses

Storage and Commission.

STORAGE, IN BOND OR FREE.

ADVANCES MADE.

MITCHELL, MILLER & CO.

Warehousemen,

45 & 91 Front Street East, TORONTO.

STORAGE.

WILLIAMSON & LAMBE,

54 & 56 Wellington St. E.,

TORONTO.

COMMISSION MERCHANTS.

TEAS. COFFEES. SUGARS.

of the stereotyped kind. By and by the wholesale merchant finds a goodly portion of his stock which he considered sold lying on his table, and it cannot be sold for half the value on account of the extra handling the goods received in passing through so many hands. The season being past and the demand gone, the wholesale merchant has to bear the loss.

There are some noble exceptions, however, to this sort of practice; men who know how to do business and do it in a business-like way, and who would rather bear the loss, if a mistake was made, than acknowledge it by returning the goods. Such retailers will succeed and deserve to succeed; and it is such men who receive any "special lines" that may be going from the wholesale merchant. They are well known, and as soon as they enter a wholesale house they are attended to and the "very best" is done for them. On the other hand the chronic returner of goods has to be contented with what is going, and any special lines are kept aside from his gaze. It would be well if the retail trade understood this a little better, it might make them "grin and bear it" when a mistake is made in over-buying; or perhaps the similar line of goods bought 1 or 2% lower at some other house, and back come the goods without any explanation. Stock to the amount of \$37,000 has thus been returned in a single year. In some cases the fault may lie with the shipper, but in nine cases out of ten the fault is on the part of the trader.

It is time the Board of Trade took, as they have done, some definite steps to remedy this evil, and if the wholesale trade as a whole would stand shoulder to shoulder the evil would cease in a single season. At present the retail trade takes advantage of the rivalry existing between the various houses for the trade, and impositions are daily practised which would not be tolerated in any other country.

Of the \$37,000 worth of merchandise returned in a single year, I venture to affirm that a discount of 33 1/3 per cent. would not cover the loss through actual depreciation, besides the risk of carrying any over, which would not realize the following season anything like 50 per cent. of value. Add to this loss the expressage, which at the lowest estimate would amount to at least \$500, which the wholesale men have to stand.

Toronto, April 2, 1889. "MERCHANT."

—Grocer (to clerk)—What are you doing there, Henry? Henry—I am picking the dead flies out of these dried currants. Grocer—You just let 'em alone. Do you suppose that I am running this business for fun? Do you think I come down here early in the morning and toil all day for the spirit of the thing? You let those flies alone.

STOCKS IN MONTREAL.

MONTREAL, April 3rd, 1889.

STOCKS.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average, 1888.
Montreal.....	231 1/2	230	374	230 1/2	230 1/2	220 1/2
Ontario.....	135	130	16	135	132	121
Peoples'.....	105	102	104	103 1/2	102	105
Molson.....	170	155	.....	169	159	.....
Toronto.....	222	213	10	220	215	203
J. Cartier.....	98	94	40	.....	.....	82 1/2
Merchants'.....	159 1/2	158	42	159 1/2	158 1/2	153 1/2
Commerce.....	120 1/2	119 1/2	231	120 1/2	119 1/2	117
Union.....	100	93	.....	100	93	98
Mon. Tel. (cash).....	91 1/2	90 1/2	475	.....	.....	94
" " ex-d.....	90 1/2	89	70	89 1/2	88 1/2	82 1/2
Rich. & Ont.....	59	58 1/2	1100	58 1/2	57 1/2	49 1/2
City Pass.....	210	202	130	209	.....	227
Gas (cash).....	207	206	275	.....	.....	.....
Gas ex-div'd.....	201	197 1/2	2645	199 1/2	199	212
C. Pacific R. R.....	51 1/2	49 1/2	325	50 1/2	49 1/2	51 1/2
N. W. Land.....	75	71	20	75	71	61 1/2

PURE GOLD GOODS
ARE THE BEST MADE.
ASK FOR THEM IN CANS,
BOTTLES OR PACKAGES