



January 21, '91.

EDITOR CANADIAN GROCER:

DEAR SIR,—Your articles on "Causes of Failure" are to the point. Go ahead, the argument is right. Who says that because a fire gets a start and destroys thousands of dollars' worth, that fire should be left alone? The credit system is all right in its proper place. It is the abuse and not the legitimate use of credit that does the harm. Curtail the credit to responsible parties, put a ring around those who are not responsible, and you have the whole thing in a nutshell.

Yours,

STOREKEEPER.

LETTERS TO THE TORONTO ASSOCIATION.

We were obliged to contract our report of the last meeting of the Toronto Retail Grocers' Association within limits that precluded the usual reproduction of communications received by that body. We make room this week and give the letters below. The letter from Lightbound, Ralston & Co. appeared in a former issue of the GROCER, so we do not reprint it.

LONDON, Jan. 8, '91.

JOHN F. THACKRAY, Esq.,
Sec. R. G. Association, Toronto.

DEAR SIR,—In compliance with your request, the circular issued by your Association was considered by our Association at a meeting held yesterday (Jan. 7) and it was decided to co-operate with you in forming a Dominion Association, and two delegates were appointed, and we are ready for business, and as soon as you report satisfactory progress we will forward fees and names of delegates. (How soon will you call a meeting?)

Wishing you the best of success in forming a Dominion Association.

I remain, yours,

E. SUTTON,
248 Talbot St., London, Ont.

LONDON, Dec. 11, '91.

DEAR SIR,—At a meeting of the London Retail Grocers' Association held on the 10th inst. the Wholesale Guild was taken up for discussion, and after a number of the members had expressed their views it was decided to lay the matter over and communicate with sister associations for information before taking any decided action. The London R. G. Association are strongly opposed to the rates of discount "particularly," and are of the opinion that by a united effort of all retail grocers' association, an influence can be brought to bear on the Guild and better terms secured. Please reply as early as possible, as our meeting was adjourned to be called as soon as possible after receiving communications from sister associations, and are ready to join hands in some means of securing better terms from the Wholesale Guild.

Yours,

E. SUTTON,
Secretary.

LONDON, Dec. 12, '90.

DEAR SIR,—Yours received, and I am requested by the President and officers of the London Retail Grocers' Association to inform you that your communication will receive due consideration at our special meeting, to be called at an early date for consideration of communications in answer to our letters to sister associations that had just been mailed before receiving your circular. Your circular meets the views of our association, and we will, no doubt, be in a position in a few days to join you in the forming of a Provincial Association.

Yours respectfully,

E. SUTTON,

Sec. London R. G. Association.

BRANTFORD, Dec. 17, 1890.

DEAR SIR,—Yours received, and at once a meeting of the Executive Committee was called to take action regarding the formation of a Provincial Retail Association, when it was decided that such an Association would be of value to all when organizations were formed in all the other cities and towns, and further that as we were only started here, it was thought best not to appoint delegates at present. When we get in better shape, possibly we can co-operate with you.

Yours truly,

A. ELLIOT, Secy.

SARNIA, Dec. 17, 1890.

DEAR SIR,—I read with interest the reports of different retail Grocers' Associations as published by the CANADIAN GROCER. A great deal of credit is due the members of the Toronto R. G. A., for the way they have mastered the obstacles they had to contend with during the first few months of their history. The energy and perseverance exercised by those interested in its progress have not only brought the Toronto Association to its present level, but have sent its influence out, and we now find the grocers of nearly every city and town in Ontario forming local associations.

I like your article in the GROCER of the 12th inst., "Join with Toronto," and believe if your idea is carried out it will add greatly to the interest of the cause, and be the means of establishing healthy annual conventions.

Your request that other associations send in the names of their officers should be complied with, and I think it would be well to have them published in the GROCER, and a list compiled by each association and kept for reference. If this were done I think many would be well rewarded for their trouble. Take an example re delinquent list. A man comes here from, say, Toronto. About the first place he strikes for credit is the grocer. It is an easy matter to find out where he is from, and with very little skill with whom he has been dealing, and that without exciting his curiosity. Should any information about this customer be desired, a few lines to the association of the place where he came from would soon put our minds at rest. This is only one of the many advantages to be derived by closer co-operation, and as Toronto has taken the initiative, I trust their suggestion will be endorsed by every association in Ontario.

This is not official, but having a few minutes at my disposal, I felt that a correspondence would not be amiss.

Yours truly,

M. A. SANDERS,
Sec'y Sarnia Assoc'n.

GALT, Ont., Dec. 18, 1890.

DEAR SIR,—We have not in our town a retail grocers' association, but being one of the leading grocers, and a subscriber to the

GROCER, I take a lively interest in the proceedings at your meetings, also in the different communications sent to you.

The one in last week's paper from the Secretary of the Simcoe Association, I quite agree with, namely, that a meeting be held in Toronto at an early date. I would suggest that the third or fourth week in January next would be a good time, also that it be made a representative rather than a delegated one, and that every grocer or any one handling groceries be cordially invited to attend. No doubt the sooner action is taken in the matter the better, and no doubt terms could be made with the railways at a cheaper rate.

I for one supported the W. G. Guild in the matter of granulated sugar, believing at the time that in that article it would be well to know where I stood in the buying of it. Little did I think that I was helping to put in the thin end of the wedge, as I understood that was all they would ask for, but the gobbling up has gone on until the whole wedge has gone in altogether.

I think if a meeting was held, some feasible scheme could be brought forward that would let the W. G. Guild see that there was life in the party, and I think that sufficient funds could be raised in Ontario to let them see business and action were meant rather than wordy complaints.

If I see that any action will be taken I will do all I can here to forward the movement.

I remain,

Yours very truly,

WM. P. CLAY.

P.S.—As no doubt some action will have to be taken by the sugar refiners, owing to the change of the sugar tariff on the other side, I think something should be done by representing to the Government our grievances in the matter.

W. P. C.

ANOTHER OPENING FOR CANADIAN TRADE.

CHRISTIANIA, Den., Dec. 30th, 1890.

To the EDITOR of THE CANADIAN GROCER,
Toronto, Canada:

DEAR SIR,—As you requested me to write you as soon as I arrived in Christiania what openings there are in the Scandinavian countries for Canadian products, I hereby comply with your request. The Scandinavian countries (Norway, Sweden, and Denmark) have, combined, ten million inhabitants. They export chiefly fish, cod liver oil, wood pulp, and pine (Norwegian pine). They import from the United States all kinds of grain, especially wheat, and in enormous quantities butter and cheese; in fact here is sold more of American butter and cheese than all other makes combined, and if the Canadian butter and cheese makers can produce as good an article as the United States makers, and at the same price, we can promise them a good market. If a Canadian butter and cheese maker will ship us a small quantity of butter and cheese they will easily find out what they can do in this market.

We would also be willing to correspond with some Canadian exporter of wheat, oats, etc., and, in fact, with any exporter of Canadian products. The best way to ship from Canada to Norway would be by the Thingvalla Line direct from New York to Christiania, or by any other line from Montreal over Hull or London. It will take about 14 days from Montreal or New York to Christiania.

In conclusion I will thank you for the Christmas number of THE CANADIAN GROCER. It has given me more information than