

THE LEADING WHOLESALE TRADE OF TORONTO.

Notice.

THE undersigned beg to notify the Trade, that they have been appointed Agents for the City of Toronto, and points East, for the sale of Messrs. DOW & CO.'S Celebrated Ales and Porter. All orders will receive prompt attention.

CRAMP, TORRANCES & Co.

For sale, in store and to arrive :—
TEAS,

COFFEES,

SUGARS,

and NEW CROP (1870) FRUITS.

TEAS—Hyson, Young Hyson, Gunpowder, Imperial, Natural Leaf Japan, Oolong, Souchong, and Congou.

COFFEES—Old Government Java, Maracaibo, Laguayra and Rio.

SUGARS—Tierses and barrels Scotch Refined. Barrels Bright Porto Rico.

Also, now landing, 25 cases German Cigars,

CRAMP, TORRANCES & CO.,

11-ly

10 Wellington St. East.

Yarmouth Bloaters.

500 CASES just received, direct from the Seaboard.

Also, on hand—

1,000 boxes Digby Herrings.

500 half-barrels Lake Superior Trout—Fall Catch.

100 barrels Split Canso Herrings.

100 quintals Prime Table Codfish.

100 bags Messina Filberts.

50 cases Pearl Sago.

50 bags Pimento.

25 bales Cloves.

5 cases Choice Nutmegs.

25 barrels Day & Martin's Japan Blacking, in Pints and Quarts.

12 cases Taylor's Maravilla Cocoa.

10 " Soluble "

15 " " Homeopathic Cocoa.

10 " " Soluble Chocolate.

12 " Epps' Homeopathic Cocoa.

For sale by

THOMAS GRIFFITH & Co.,

37 & 39 Front Street, Toronto.

amount of liabilities assigned to the failures in the principal States of the United States during, 1870 amounted as follows :—Ohio failures, 266 liabilities \$7,956,000 ; Massachusetts, failures 267, liabilities \$7,598,000 ; New York (excepting the cities of New York and Brooklyn,) failures 388, liabilities \$5,692,000 ; Michigan, failures 168, liabilities \$3,227,000 ; California, failures 60, liabilities, \$2,423,000. The inferences derived from the full table of statistics are not considered as satisfactory, inasmuch as an increase of twenty-five per cent. in failures as compared with 1869, and thirty-three per cent. as compared with 1868, it is asserted, indicates a discouraging want of success.

THOUGH MANY of our traders may be of the stolid class, who cannot take a hint—who fall into ruts and grooves and stick there—yet, as a class, they are ready to take up with a good idea. It is gratifying to learn from a number of letters received that our recent *exposé* of the "Branch Store" folly has hit in the right place. Here is what one frank and friendly correspondent—the proprietor of a country store—says of that article: "I approve of it much. I think there are very few who can make branch stores pay. A great many merchants are going to suffer from keeping too large stocks of goods for the business done. I, for one, have felt the effects, and am trying to curtail." Another vows he will get out of branch stores as soon as he can possibly bring it about, and concentrate his business into

THE LEADING WHOLESALE TRADE OF TORONTO.

Canada Confectionary and Biscuit Works.

William Hessin,

WHOLESALE CONFECTIONER

AND

BISCUIT MANUFACTURER.

OFFICES AND FACTORY:

No. 7 FRONT STREET.

TORONTO.

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R. H. GRAY & CO.,

THE LEADING HOUSE IN TORONTO FOR

PAPER GOODS, all kinds.

GENTS' FURNISHINGS.

TAILORS' TRIMMINGS.

KNITTED WOOL GOODS.

CORSETS AND UNDER-SKIRTS.

HABERDASHERY, and

GENERAL SMALL WARES,

Also the leading Manufactory in Ontario for all kinds of

HOOP-SKIRTS.

Warehouse—43 YONGE STREET.

manageable proportions. Some men may succeed at branch stores ; the thing is just possible, but it is like betting against fate to try the experiment.

SAYS THE *Boston Journal* :—

"Some men fail in order to make money. An instance is related of a gentleman, who, finding all his neighbors yielding to the pressure, concluded to join the crowd, although amply able to meet all his liabilities. He called a meeting of his creditors, and informed them that he thought it prudent to suspend. A committee was appointed to look into his affairs, and at their first meeting one of the gentlemen said: "I suppose you know how you stand as well as we could ascertain if we went through your books. What do you propose to pay?" After a little hesitation the debtor said: "Well I don't know—what are they paying in Milk street.?"

True enough, no doubt, or, at least, likely enough, for we heard at the time it occurred of a parallel instance down in the city of Montreal, which shows the power of determined cheek, as well as the folly and demoralizing tendency of indiscriminate compromises, so common among us. A somewhat venerable French Canadian, during the straining times of 1868-9, made his appearance, hat in hand, in the counting-room of an old St. Paul street house, with which he had long dealt. The urbane and ruddy senior partner bade him be seated, and enquired his business. Equally smiling and polite, the customer shortly came to the point with: "Eh! bien, M'sieur; ze fact is, I 'ave come for to ask you take five shilling in ze pound." This the proprietor at first treated as a very good joke, knowing well that the proposer was worth three times what he

owed. The other persisted, however, in his demand for a compromise, and his creditor, who had had enough and to spare of that sort of settlement of late, grew speedily indignant, and demanded what a man in his circumstances meant by such a brazen and dishonest demand, and what grounds he had for it. Said the Frenchman, coolly: "Mon ami, you 'ave settle wis my neighbors, Mr. — and Messrs. —, at five shilling, seven and six, ten shilling, any price zey ask; zen zey sell-ze merchan-tize cheaper zan cost; and me, I cannot sell my goods, next door, at all for profit; c'est impossible to sell my goods so cheap like my neighbors. I must have composition." And compromised with he accordingly was (though not at the rate he at first offered), and we presume he is now quoted as a "better mark than ever," according to the shortsighted views of those who persist in forcing goods on a man who has just failed, thinking, and saying, too, that "he must be good now for a while."

THE LAW OF TRADE MARKS.—It would be impossible to overrate the commercial importance of the decision given by the Lords Justices in the case of Lazenby against White, as the readers of *The Grocer* will quickly understand when they begin to apply the result in its entirety. The defendant, who is *bona fide* possessed of a copy of the original recipe for the manufacture of Harvey's Sauce, appears to consider that this gives him the right to imitate, or, at last, to do so pretty closely, the form of the bottle and label used by the plaintiff, who is also a holder of the original formula. So far as the mere words "Harvey's Sauce" are to be considered, it must be conceded at once that defendant cannot be restrained from their use; but this is a very different thing from imitating plaintiff's labels in such a colourable manner that a general buyer might be deceived. Upon this ground, the judgment of the Court of Appeal, as shown in our report in the usual column, does not leave owners of trade marks one moment in doubt. The Lords Justices had no hesitation in deciding that the purchase of a recipe, even from a relative of the original owner, who might be presumed to have certain permissive powers, only covered the substance itself under its own trade name, and did not extend to the form or appearance of the label adopted by the first manufacturer.—*London Grocer*.

NEWFOUNDLAND.—The *Commercial Journal* of Newfoundland reports that the Labrador fishing last year may be classed with the worst ever known for the extent of the outfit. The Cod and Herring fisheries have failed on a large extent of coast. Cheapness in the necessaries of life, and the good prices realized for what was caught, made up to some extent for this. The Newfoundland fishing, on the other hand had been very successful. The weather has been favourable for curing the quantity added to the value. From St. John alone nearly 100,000 quintals had been exported last year in excess of 1869. With the exception of Brazil, the foreign markets had given remunerative returns, those from Great Britain having been particularly so. The United States, in spite of the duties, took 14,776 quintals last year as against 5,301 in the year previous and British America 23,627 quintals, as against 1,086, large quantities being still in course of shipment here. Cod oil shows a deficient export of 574 tons on the year; seal oil shows 584 tons in excess, although seal skins are deficient. Mackerel, which have been absent from the coast for thirty years, have returned, but the fishermen not being prepared with suitable nets, the catch was small. The report on the whole, is encouraging, and the greater part of the imports show an increase.