

more lumber out of the same logs
mill than now procured with a
will it not pay to make the
it will certainly be worth while
the mill at the fair.

ions of a business that require
assistance of a chattel mortgage
often not healthy and the re-
se of G. B. Newbury, dealer in dry
on, is failure. He has assigned to
on. A similar state of things
e. existed with A. Hutchinson, a
only that it took in his case shorter
out the error. He has been in
ce May last. E. N. Moyer, a
St. Catharines, has failed, so has
retail tobacconist in Hamilton.
last named place Walter F. Wood,
and shoe line, has assigned.
and limited means made the busi-
f F. J. Boldrick, general trader at
mewhat brief. He has failed.
drawbacks is attributed the lack
y Shaw Bros., grocers at Orange-
as. Eaton, shoemaker at Essex
made an assignment. Although
shipments of flour to Glasgow,
erland has not found them suffi-
able to keep his mill at Embro
was idle the greater part of last
he returns from the consignments
he has assigned.

Correspondence.

CONDITIONS IN MICHIGAN.

MAY TIMES:

discussions at the recent Mer-
vention in Hamilton, reported so
Hamilton and Toronto newspapers,
ed attention here, the more so
subjects discussed there have an
ractical interest for us.

re you that the state of mercantile
to exist in Ontario by the papers
dresses made finds a very close
his State; and I believe that in
of the Union we shall find mer-
ring under difficulties very like

and hardware line, in which I am
ot in a satisfactory shape. There
y storekeepers, too many goods.
we find profits narrowing down,
e pressure to sell. The older and
e merchants try hard to keep up
f profit so as to yield a living, but
people, with the bump of hope big
iums, give themselves away—and
y day they live. They get credit
ey give it quite as freely; or if

Wholesale Trade of Toronto.

BROS. & CO'Y.

vellers are now on their
th full lines of our Im-
d Domestic Goods for
Winter.

placed with them or by
I have our careful atten-

Y and FRONT STS..

ORONTO.

they sell for cash they do so at a rate of profit
which will not let them live and pay their
debts in full.

But you will probably ask, do these people
not fail? Of course they do, and their failing
makes it the worse for the traders who survive.
I doubt whether our wholesale houses grant
compromise settlements as readily as yours ap-
pear to do, but there is no getting away from
the ill effects of insolvent stocks on the market.

This season I have done a larger trade than
last year, but I am not so well off as I was a
year ago. It has cost me more, per cent.,
to do the trade, and I have made not only less
per cent. profit but less profit actually.

In my observation the same state of things
prevails in other lines of business. Stocks are
increased, traders are multiplied; but with the
exception of a few novel articles in different
lines of trade there is no such thing as getting
the per cent. of profit that will clear expenses
and leave enough for a common man to live on.
And the cost of living does not get cheaper—
it is rather the other way. The fools or
knaves who live on the indulgence of their
creditors seem to make a better living than I
do. That is, I don't mean that they make it,
but somehow they get it, and yet they don't
pay a hundred cents on the dollar, while I do.

No wonder that your merchants at the
Hamilton Convention cried out against these
experimenters at business playing merrily at
giving goods away, like so many careless
children having little or nothing to lose, while
those who had by years of labor built up
businesses and made some little property must
either join in the losing game or else sit sor-
rowfully, perhaps angrily, by, and say, "We
won't play, and you can fritter your stocks
and yourselves away to the demeriton bow-
wows if you want to."

We over here have got to do something
pretty soon to stop this waste of capital and
loss of energy. People have got to learn that
15, or 10, or sometimes 5 per cent. profit on
retail stocks will not pay. And it seems to
me that the wholesale houses and the manu-
facturers will have to take a firm grip of the
men who are responsible for giving goods
away, and tell them, "Here, if you will neither
get a reasonable profit nor let other and wiser
people get it, out of business you shall go."

I shall watch with interest what comes of
your projected Canada plan of county associa-
tions for disposing of insolvent stocks. The
chronic bankrupt is a chronic curse.

Yours truly,
J. C. L.

Detroit, Mich., Aug. 31st, 1889.

—One result of the late Seattle fire, says a
San Francisco paper, will be the adjudi-
cation of a warranty question of no little im-
portance to merchants. A firm in Seattle
purchased an alleged fireproof safe which was
warranted to be fireproof. Unfortunately for
all concerned, the "Salamander" and its con-
tents were burned during the conflagration
mentioned, and a suit for damages has in
consequence been brought against the sellers.
The decision in this case will be awaited with
some interest. Safes are by no means the
only articles sold under nominal guarantees
which the dealer never anticipates he will be
called upon to make good. A little more care
in this respect would be better for all con-
cerned.

—Japan will hold a domestic industrial ex-
hibition next year at Tokio. The leading na-
tive merchants intend to invite foreign firms to
visit the exhibition.

STORE POINTS.

Pay as large wages as are reasonable, and as
your business will afford.

An employer should be a counsellor and a
friend to his clerks and salesmen.

Don't say to your employees "now if you
don't like this place get another," when you
know they cannot get another.

Take care that you know to whom you allow
credit and to whom not. If approached by a
friend for credit, have the courage to refuse it
if he is unworthy of trust.

Politeness is just as necessary in the store as
in the private residence, and the clerk or mer-
chant who possesses it and an obliging dispo-
sition will not lack friends or customers.

Your prices, if too high, must send your
trade to other stores where they think they
can buy to greater advantage. If too low, it
will do the same, thinking that where the prices
are so low the goods must be of inferior qual-
ity.—*Dry Goods Chronicle*.

—A nickel mine is said to have been discov-
ered upon land near Sudbury Station, and the
Copper Company, now operating in the neigh-
borhood, has offered to sink a shaft to test the
quality of the ore on condition that it has the
option of purchase.

—Yellowly—You say your life is made a
burden by bill collectors? Brownly—It is.
Yellowly—Why don't you adopt my plan of
getting rid of 'em? Brownly (eagerly)—Ha!
What is your plan? Yellowly—My plan
works to a charm. After putting it in opera-
tion they never trouble me again. Brownly—
Good, my boy. What is your plan? Yellowly
—I pay 'em.—*Boston Courier*.

—There is now running at the Paris Expo-
sition a hydraulic train that consists of four
carriages and has room for about 100 passen-
gers. The train runs as smoothly as a boat on
water. There are no wheels, no steam, no
electricity, apparently nothing to make it go.
Yet it will go at the rate of 125 miles an hour,
while as far as motion may be felt there is
none. The passengers cannot tell by any vibra-
tion of the car that he is moving at all.

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Leading Wholesale Trade of Toronto.

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