

### THE EXHIBITION.

It needs but continued good weather to make the Industrial Exhibition now in progress the greatest that has yet been held in Toronto. Every year of course is marked by spontaneity on the part of exhibitors, who are moved to ask for space long before the fall yield is a reality. The exhibition is therefore always a full one, but this year it is a richer one, in natural products at all events, than it has been for years. A bounteous crop has been taken safely off, and the pick of field and stall ought to make a fine show this year.

Handiwork, mechanical skill and physical power will do their share, with better heart this year than they have for a long time past, as nothing stimulates the industrial forces like material wealth. Useful arts that are the most remotely connected with natural production, reflect the agricultural prosperity of the year. And there will be a large business done on the grounds. Industries will start when the Exhibition is closed, markets in this and that commodity will open, all because of the demand whose measure will be taken for another year by observers, who are on the ground. The business booked on the ground will undoubtedly be large in many lines. Never, possibly before, was the Industrial Exhibition a better advertisement, not only of the things exhibited, but of the general state of the country. The press cannot have too much to say to spread the fame of it everywhere. It is such accounts that bring immigrants to the country. Reports of the exhibition are worth tons of Christmas Number and Ice Palace literature, as the latter tend to drive people out of the mind to come to Canada, where eternal frost not abundance, seem to be the ruling condition. This year's exhibition is a great note of progress, which needs to be repeated as often as possible and made the most of to repair our census returns. It is not merely a great spectacular effect. It is a great trading occasion. It is a Fair. Men from other countries are here with specimen wares, and to look at specimen wares with a view to exchange with us. Every trader ought to give himself a holiday or two and spend it in the midst of the great throng of sights and people. When in the city old friends or new, will, we hope, find time for a call on THE GROCER.

### THE PEDLARS' BY-LAW.

The grocers of the city are not detectives, nor should they have to be informers. The civic authorities have no right to make the grocers the guardians of the by-law which regulates pedlars' traffic on the streets. That by-law is the same as any other. The transgression of it should be almost an impossibility. There is nothing covert about the business done by the pedlars. It is carried on in the light of day, and every pedlar is required to show his badge when

asked. Nor is there anything complicated about his privileges, to make it difficult for a policeman to decide whether the man professing to be a pedlar of a certain class of license is or is not such a pedlar. The duty of the police is simple enough in the matter of the pedlars. Why should they be exempt from any obligation to do that duty? It seems to be assumed by the Council, that because the grocers are the most directly concerned in having the peddling trade regulated, the grocers may be depended on to see that the by-law is carried out strictly. But that is a wrong idea. Not only does it put a duty on citizens for which officers are paid, but it tends to establish strife between two particular classes of citizens. The police should be instructed to challenge the pedlar's license in every case where suspicion of irregular trading appears to be reasonably well-grounded.

### FARMERS VS. MERCHANTS.

"Observer" writes as follows in last week's Bruce Telescope: I may premise that I am not a merchant, nor are any of my relatives. I have not one cent invested directly or indirectly in storekeeping; my judgment is not swayed by fear of any personal loss or hope of personal gain, but having lived more than half a century in this world, having travelled considerable, read much and mixed with business men of all professions, and in mercantile matters my relations with business men have enabled me to look behind the screens, and I must confess my astonishment that some honest farmers do not use their intelligence but allow "organizers" to dupe them by railing at what they call the monopoly and oppression of the merchants. Take away the fat living from those organizers of 'Patrons of Industry' and the voices of those self sacrificing 'benevolent gentlemen' will be silent about those 'enormous profits' 'crushing combines' of merchants 'grinding the life out of the farmer by their extortion' and one hundred and one et ceteras in the adjective line.

Hunt's Merchants' Magazine—perhaps the most reliable authority upon the subject—published a few years ago mercantile statistics collected for the preceding 50 years from the most accurate sources in America, which showed that out of every hundred persons engaged in mercantile pursuits, ninety were financially ruined; 5 per cent., that is 5 out of each hundred made a mere living, and the other five made an independent fortune. And later than this that 'mercantile prince, the late Senator McDonald of Toronto, than whom a better authority could not be cited published an essay in which he places the successful merchants lower than the above calculation 2½ per cent., I think.

Let any of our intelligent farmers who have lived fifteen or twenty years in this section just run over in his recollection the dif-

ferent persons who during that time have been engaged in mercantile life in Walkerton, and they are many in number, and there is not a single one now in mercantile business here who was in that business twenty years ago, except F. Guggisberg, and ask himself who of those has made a fortune by store keeping—and the echo of his voice will answer "Who?"

I will venture to extend the investigation during the same period to any town or village around us, and the result will be that for every one who has made his fortune in the business more than ninety have failed.

Then dear farmers—let your own observation and common sense teach you rather than listen to some double-barreled orators gasconading the country enriching themselves by duping you into the belief that the merchant who asks more than 12 or 14 per cent. on invoice prices on any goods is robbing you.

Robbery indeed! Merchants would be glad to sell at less than 10 per cent. profit if there were not enormous losses by the miserable credit system or losses by perishable goods, or losses by changing fashions.

A merchant in this town the other day showed me an article of lady's dress in millinery which cost him \$3, now out of style, and he is offering it for 25 cents, and he has many other articles upon which he would be glad to realize "cost," yes, one-half of cost if he only could find customers.

If any one should profess to sell all articles to the patrons slightly above cost—then watch and wait and—you will see.

"I speak as to wise men. Judge ye as to what I say."

### THE B. C. CANNING CO.

The third ordinary general meeting of the British Columbia Canning Company, Limited, was held at Winchester House London, Eng., recently, under the presidency of Mr. J. H. Brodie, who in addressing the meeting said that the catch of 1890 had been very satisfactory and the directors were able to recommend a very substantial dividend. Their agents who had visited all the canneries reported everything in a most satisfactory condition. They recommended some little improvements, and also advised the purchase of another small property in the Rivers Inlet, which they had agreed to do at a cost for the whole property and improvements of some £250. They had taken up some 1,500 to 2,000 acres of timber land, which has been very judiciously chosen. The sum of £200 was to be expended in building another wharf on the Naas. A new steamer has been purchased for the Skeena. The prospects for the present year were most bright.

A reputation for truthfulness is indispensable to permanent and satisfying success.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.