

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY.
 \$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
 and General Storekeepers.

J. B. McLEAN & CO., (Ltd.)
 PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,
 MONTREAL.

8 WELLINGTON STREET WEST,
 TORONTO.

Vol. V.

TORONTO, MARCH 13, 1891.

No. 11

SPECIAL TO OUR READERS.

As the design of THE CANADIAN GROCER is to benefit mutually all interested in the business, we would request all parties ordering goods or making purchases of any description from houses advertising with us to mention in their letter that such advertisement was noticed in THE CANADIAN GROCER.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

EFFECTS OF THE NEW TERMS.

The grocery trade of the country already begins to show symptoms of the working of the new terms. One feature that has been very marked since these terms were adopted is the decline of speculative buying. The time is now too short for retailers to foresee the same chances to turn over large stocks of any class of goods, and buying has therefore been more proportioned to the estimated consuming power of the retailers' customers. Where accounts have to be paid so soon, there is less disposition to be caught with a lot of the goods on hand 30 days after the purchase of them, as thirty days after purchase now represents pay day on the most important staples. Then there is not such a vista of favorable probability in a short time as there is in a long one. If prices are becoming high, consumption may hold off considerably, but if the time were 60 days, the chances of its not holding off so long would be tempting. Speculation is all right within bounds, but when it becomes the rule and not the exception in a trade, it is likely to be dangerous and reduce trade to gambling. Another outcome of the new

terms is observed in the reduction of the number of people in the trade. There were undoubtedly too many. Those who could barely continue by having liberal time given them are often unable to continue in the face of the present short terms. They therefore go out. Their departure must benefit those who remain. Weak men are not suffered to be driven out in every case, but the weak worthless ones are. And the trade is not being recruited so rapidly from the farms and workshops of the country as it was. The farmer who thinks there is a chance to become rich in the grocery trade, pauses when he sees that payment must so soon and so certainly follow purchase. When he sees that a man's credit must be gilt-edged before he can get even these scant terms he is likely to stick to his farm. There are stores vacant to-day in several thriving places, where there would have been tenants selling goods if the terms had been easier.

MEN OF THE TIMES.

With a portrait and sketch of the life of the Hon. Frank Smith, we this week begin a series, of which the subjects shall be the leading men of the times who are in the grocery trade or any business that is connected with it. The men who have succeeded are supposed to know the paths of fortune, and there is perhaps no man who has yet his fortune to make, that does not feel a yearning curiosity to know something about experiences that have ended in affluence or eminence. The lesson taught by the story of an honorable career will not only interest, but will instruct and encourage. Among our readers there are plenty of men who have before them what their wealthy fellow merchants have left behind them viz., arduous and patient toil. We hope many of them will get through so successfully.

THE PATRONAGE OF THE PATRONS.

The delegates which make up the supreme body of the Patrons of Industry in this country met recently in Sarnia. There were representatives from 18 counties, a fact which throws some light on the extent over which the association has grown. The most important business was the passing of a resolution to sever the Canadian branch from the United States Patrons. This resolution was held in abeyance until the 28th of this month, when the annual meeting of the United States body takes place at Jackson, Mich. The following were the officers elected:

Fergus Kennedy, of Camlachie, Lambton, grand president; Caleb A. Mallory, of Warkworth, Northumberland, vice-president, and L. A. Welsh, Strathroy, secretary-treasurer, salary \$500 per annum.

Farmers, mechanics and laborers are eligible for membership, as are also persons male or female who derive two-thirds of their livelihood by manual labor. But doctors, lawyers, merchants, politicians, liquor dealers and non-producers of all kinds are excluded from the lodges. Zealous organizers have been at work in the several counties in Ontario, and branches of the association are springing up and permeating the population. In the western portion of the Province they are especially strong, no less than 130 lodges having been organized in the county of Lambton.

The lodges are resolved into corporate purchasers, and deal with the man who signs the following blank:

ARTICLES OF AGREEMENT.

Province of Ontario }
 County of..... }

This agreement, made and entered into by and between..... of..... dealer in..... of the first part, and the Patrons of Industry of the second part, witnesseth, that the said party of the