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THIS WEEK'S MOTTO:

He who goes a borrowing goes
a sorrowing.

During the season 1891-92 the English market took about 4,000 tons of Australian and New Zealand butter. This immense trade would be more gratifying to the Australians if it had been more profitable, but the butter appears to have been bought by the importers at prices averaging about 3c. a pound below those paid for Danish butter. According to the Provision Dealers' Gazette, however, the colonial butter was equal in quality to that of Denmark, and the proof of this is established by the fact that English provision dealers were able to dispose of it to consumers as Danish butter, and to get the same prices for it. While the provision dealers made a big margin on it, the shippers were deprived of a fair profit and the butter itself was deprived of the credit that its large sale entitled it to. It was denominated Danish butter. That it was accepted as such by consumers is a tribute to its merit that ought not to be withheld from it because provision dealers want to buy it cheap. Canadian butter wants a chance too in the English market, and the best grades of it would probably pass for good Continental butter. While this would be very flattering to our producers, it would not be satisfactory to them to feel that all the benefit of such a

conquest of the English market would accrue to English merchants. The butter would taste as sweet if called by any other name than Danish, and fair play requires that it shall be called by its own name. The butter does not need to be sold under the fraudulent cover of any established name, if it will sell for as full prices as the genuine butter of that name. The experience of the Australasian butter shippers draws the attention of butter producing colonies to the part that selfish produce dealers can play in determining the profits to be realized from exporting to the English market.

As was pointed out in our market report last week, country merchants are generally following the rule of shipping butter in its fresh state instead of storing it and putting it up in packages for sale later in the year. In this they are following a wise course, but it is doubtful if they are led to it entirely from choice, or from a conviction that it is the best way to deal with their butter. The fact of the matter is they cannot afford to let capital lie in the death-like trance in which all of it spent in butter used to be locked throughout the summer. That was a speculative policy. It never yielded any money, but it was repeated every year, and would perhaps be repeated yet if the agency that did away with speculative buying had not done away with speculative selling too to a very large extent. Even if butter did not decline in value through keeping, and a fairly good fall market were assured, it would be impossible for the majority of country merchants to hold their total purchases for the whole season. They cannot do so any more than they can buy large round lots of groceries several months in advance of needs, merely to anticipate an advance in price. The short time between payments has stopped all this. Goods have to be paid for and if the retailer has sold them for

butter he must sell the butter to pay for them.

There is a demand for butter in British Columbia that should prove serviceable to Ontario producers and dealers. Manitoba makers find sale there for a good part of their spare product, and butter is imported also from some of the neighboring States. Makers in this province can get butter into British Columbia in good condition and at fair prices. There is no reason why butter makers here should not make some money out of that market. The sale of a lot of 6,000 lbs. to a British Columbia buyer by a Guelph creamery a few days ago, is an evidence that this market is receiving some attention here.

Senator McPherson, of New Jersey, submitted to the United States Senate the other day the minority report of the Democratic members of the Special Sub-committee on Relations with Canada. The following extract from it shows that the McKinley Act did not make our butter trade with New York buyers any worse than it was:—In 1890 we imported 54,000 pounds of butter from Canada; in 1891 we imported from Canada 351,691 pounds of butter. In the first year of the McKinley Act the importation of butter had increased nearly 700 per cent., notwithstanding the duty had been increased fifty per cent. It will scarcely be denied in view of the large export to the United States, that our market afforded the best outlet for Canadian butter, and in order that my honorable colleagues might know who paid the duty I addressed a letter upon this subject to the well-known firm of Stephen Underhill, of New York, the largest dealers in this country in Canadian butter. The response is as follows:

"In reply to your questions in respect to our trade with the Dominion of Canada in the article of butter, I beg to say that in the year 1891 we purchased largely in Canada and the prices paid ranged from 15 to 22c. per pound, the latter for extra creamery; and that in all cases we paid the duty, and charged the duty, costs and profits upon consumers here. (Signed.) M. W. CARR."