

FOR GROCERS AND PROVISION DEALERS

Beans are advancing as a result of the war. This will be appreciated by Kent County producers.

The price of bread has been raised in several Canadian cities, as a result of the increased cost of flour.

The Manitoba legislature has refused to sanction a bill having a clause which provided for the repeal of the act preventing municipalities to grant bonuses for flour mills.

The quantity of oranges arriving from California is not sufficient to supply the demand. Good authorities estimate that there are no more than 2,000 cars in California, including navels, seedlings and Mediterranean sweets. Prices are higher in California as a result of the larger demand.

Latest advices from London note an improved demand in that country for currants, without any change in spot values, and note a gradually hardening tendency for future business. As England is by far the largest consumer of currants, should she put forward any orders to Greece, as the stocks there are so unusually light, the market would no doubt immediately do better.

The Valleyfield Canning Company may probably establish a factory in Hintonburgh, Ont. At a meeting of the village council, the company asked a bonus of \$6,000 and 20 years exemption from taxation for erecting a \$4,000 building to make canned fruits, jams, jellies, vinegar and also the tin boxes to contain the fruits. The average number of hands employed would be from 40 to 60, and in the busy season from 100 to 125.

Manitoba oatmeal millers maintain that they have a grievance in the present duty on oats. The Winnipeg Commercial says: "The duty as at present arranged discriminates against the importation of oats and in favor of bringing in the manufactured product. Consequently, instead of bringing in oats to keep our mills running when there is a local scarcity of this grain, the manufactured product is brought in and the home industry is crushed out."

Zucca & Co., New York, say of lemons: Steamer "R. F. Matthews" is due in Montreal next week, and is expected to sell on Monday or Tuesday, May 2nd or 3rd; contains 28,800 boxes Messina and Palermo lemons, which sale we will attend. This fruit, on entering the United States, will pay, as usual, 1c. per lb. and 30 per cent. on packages, which is equal altogether to about eighty cents per box. The additional duty of ten per cent. will not be charged, as was expected, and by this one act the Treasury Department decided against such discrimination.

The Paddock-Fowler Co., New York, have received from a well-posted and reliable correspondent in Smyrna, the following letter, dated April 9th: "The severe weather that prevailed from November, 1897, to the first half of March last, has been most unfavorable to fig trees. It is generally believed that damage to the extent of 20 to 30 per cent. has been caused, and the most pessimistic go so far as to say that the evil can be far greater, owing to the fact that the male or fertilizing tree has especially suffered, being more precocious. This information must be considered as a warning to avoid going into purchases 'to arrive' at low prices, the delivery of which will be, according to all probabilities, utterly impossible. We are sure your friends have every interest to wait until June, for if the reported damage be exaggerated they may then effect purchases to better advantage; while, on the contrary, if the unfavorable reports be confirmed, they would close purchases with such reliable firms as will positively respect and carry out their engagements."

The hay dealers, of Quebec province, met this week at Montreal, to take some action regarding the claim they have on the United States Government for a large amount of money paid in excess of the duty that should rightly have been charged them in exporting hay to the United States. For years they were charged 20 per cent., ad valorem, the United States contention being that hay was a manufactured article. A test case was brought and the court decided that but 10 per cent., ad valorem, should have been charged, as hay was not a manufactured article. The dealers now wish to have refunded the other 10 per cent. which they over paid. Mr. L. Dorais, president, presided at the meeting, and Mr. Chas. Arpin was secretary. The following committee was appointed to make every effort to have the refund made: Messrs. Dorais, Arpin, Robillard, Smith, Gosselin, Bourrat and Lamarch. A deputation will

proceed to Ottawa to lay the matter before the Dominion Government, in the hope that it will be made an international question.

IN THE DRY GOODS STORE.

Reports from the country are considered very satisfactory and indicate that retail conditions are showing a steady improvement.

A feature of the dry goods trade, referred to by our Montreal market reporter, is the extraordinary demand for black silks and satins, and the depletion of supplies of these.

There are signs that for Fall wear plain fabrics in silks and dress goods will have the call. It is only natural, after a protracted season of fancies, that public taste should return to the more quiet and elegant effects of simple weaves in modest colors.

It appears, from the reports of buyers lately back from British, French and German markets, that prices of wool dress goods and indeed of woollen goods generally are firm, with a tendency to advance, not only in the United Kingdom, but on the continent.

It is told by a London, Eng., journal that a draper's assistant, at East Grinstead, applied for a situation with a well-known house at Tunbridge Wells, and the letter paper on which his appeal was made was headed, in old English type, with this text, "Him that cometh to Me, I will in no wise cast out!"

From Belfast, Ireland, it is reported: Canada and Australasia are becoming increasingly good customers, and a steady trade is passing with both colonies. With the West Indies business is dull, and the South American markets generally are the same. Locally, stocks are moderate and prices unaltered.

In veiling material, while the brightest possible colors have heretofore taken precedence in demand over staple assortments, in New York, combinations of black on white, or magpie, in connection with lines showing a highly colored ground, decorated with extraordinary large white chenille spots, are fashionable fancies of the hour.

The industrial war in the cotton industry of New England, which at one time threatened to assume serious proportions, has come to an end with the return to work of the New Bedford strikers. The loss to the operatives in that city from the strike is estimated at \$1,500,000, while to the mill management the curtailment of production has doubtless been an advantage.

The millinery department in the average dry goods store is not numbered among the most profitable branches of the business. A singular lack of attention is shown by many merchants to the details of the milliner's art. There is lack of system in both workroom and salesroom. The cost of producing hats and bonnets is not figured out with the exactness essential to success. Too much purchasing power is often left in the hands of the head milliner, who, as a prominent trade paper remarks: "The head milliner, as is well known, usually has some particular jobbing friend, and purchases for the house so conducted are usually at the mercy of conditions which are not very business-like, fair or possible to be molded into profit." There is money in a well-regulated millinery department, if the dry goods merchant is willing to devote a moderate amount of his energy in working up the trade. If he cannot afford to do this it would be far better to leave the industry to other hands, as a poorly conducted millinery department is a detriment to the other branches of the store.

INSURANCE PARAGRAPHS.

A policy-holder writes to the Government Insurance Recorder (Eng.): "I am in receipt of your letter, and, in reply, beg to state that my discontinuing abstinence from intoxicating stimulants is due to the fact that I have given up the practice of abstaining!"

"There is no relief for a tired brain like fun. A man who has an eye for the ludicrous and a keen sense of humor gets more pleasure out of life than a wholly serious person ever knows. The wheels of a career in this work-a-day existence of us Americans run much smoother and easier when lubricated by a hearty laugh."—Chauncey M. Depew.