



O'LOUGHLIN BROS. & CO.,

131 and 130 2nd Ave. North,

WINNIPEG.

AGENTS FOR

Boys' Safety Bicycles,

With Iron Tire, . . . \$18 00

With Rubber Tire, . . . 22 50

Write for Trade Discount.

The Soaked Pea Cases.

The "nine-day" subject matter for talk by the local trade has been the soaked pea cases. Everybody extends more or less sympathy toward the retailers whose want of sufficient knowledge or forethought caused them to antagonize the law, while there is a corresponding unanimity in condemning the canner or cannery who put up the goods. Even the Court, in imposing the nominal fine of \$2, went out of its way to express regret that, in order to get at the real offenders, it was necessary to score the innocent.

The actions were taken under an Ontario Act passed in 1886. Prior to that unscrupulous cannery had placed such large quantities of the soaked article on this market as to utterly demoralize it. This goaded the Ontario Cannery Association to seek the assistance of the Provincial Legislature to protect both their own interests and the public's good. The result was the legislative enactment that went into force July 20, 1886. This measure does not prohibit the canning of soaked peas. Briefly speaking, what it decrees is that when such commodity is placed on the market each can shall be labelled, in large letters, with the word "soaked," and shall also contain the name of the picker. The penalty clause reads:—

Every person who sells or offers for sale any such goods in violation of any provision of this section shall, on a summary conviction before a justice of the peace, for a first offence incur a penalty of two dollars for each such package, and for a subsequent offence a penalty not exceeding twenty dollars and not less than four dollars for each such package in respect of which any such provision has been violated.

The Grocer has more than once within the last few months announced that soaked peas were being placed on this market contrary to law. When the Ontario Cannery Association became cognizant of what was going on it as soon as possible took steps to enforce the law; and the cases investigated a few days ago at the police court are believed to be the direct result of these deliberations. The last of the matter has not been heard yet, and it is likely that before many days information will "be laid against the party of the first part." Who, has not been officially announced. The hand of the law does not usually point out its victim until he is well in its grasp. But it is hinted pretty strongly that the transgressor is a western packer. Whoever he may be he deserves little or no mercy. There are misdemeanors that are sometimes the result of ignorance or carelessness. In this instance

neither plea can be advanced. It was plainly a deliberate attempt to defraud the consumer through the medium of conniving storekeepers or storekeepers ignorant of the law. In this instance the latter seems to have been the medium. This is emphasized by the price paid by the retailers for the goods, namely 75 cents a dozen, while those who examined their contents say they were the worst kind of soaked peas, being about two-thirds water, and dirty looking water at that.

No great opposition can be made to soaked peas being placed on the market. They are not detrimental to the public health. If they were it would be different. The province of the law is to see that if the people pay for bread that they do not get a stone. Canned peas and soaked peas, as every grocer knows, are almost as different from each other as chalk is from cheese. In the one instance the peas are taken green from the pod and placed in the cans. These retain their natural flavor. In the other instance the peas are usually purchased from the farmers at so much per bushel after they have been threshed. They are then steamed till soft, after which they are placed in cans and watered. The Ontario Cannery Association is well within the bounds of reason when it demands that soaked peas shall be plainly designated as such when placed on the market. Aside altogether from the public weal the members of the Association have their own immediate interests to protect. The canning industry of this country has by no means yet reached its maturity. That it is progressing well in that direction is generally recognized, but it cannot afford to have obstacles thrown in its way. Soaked peas palmed off on the public as canned peas is doubtless an obstacle, and one too that has no reason for existence. Soaked peas on the market not designated as such is an obstacle in a double sense. In the first place every can so bought by the consumer takes the place of the legitimate article; and in the second place, should the purchaser be one who is for the first time trying canned peas there is a chance of his never attempting it again, not knowing that the spurious has been sold to him instead of the real.

Hard as it is that innocent storekeepers should be taxed \$2 each for the sins of others, yet the lesson conveyed, if digested, is perhaps not dearly bought after all at that figure. The lesson is two-fold, and is: Keep posted on what is going on in trade circles, and deal with none but reputable houses.—Toronto Grocer.

English Weights and Measures.

"We sell," remarks an English contemporary, "pickled cod by the barrel, trowled cod at so much each, hooked cod by the score,

crimped cod by the pound, shrimps by the stone, soles by the pair, Dutch smelts by the basket, and English smelts by the hundred. Butter in Ireland is sold by the cask and the firkin, in England by the pound of 16 ozs, by the roll of 24 ozs, the stone and the hundred weight, which is not 100 lbs, as in Canada and the United States, but 112 lbs. A load of straw is 1,296 lbs, of old hay 2,016 lbs, and of new hay 2,160 lbs, though it is not specified when hay becomes old. A firkin of butter is 56 lbs, a firkin of soap 4 lbs, and a firkin of raisins 112 lbs. A hogshead of beer is 54 gallons, but a hogshead of wine is 63 gallons. A pipe of Marsala is 93 gallons, of Madeira 92 gallons, of Buccellas 117 gallons, of port 103, and of Tenerife 100 gallons. A stone weight of a living man is 14 lbs, but a stone weight of a dead ox is 8 lbs, a stone of cheese is 16 lbs, of glass 5 lbs, of hump 32 lbs. A barrel of beer is 200 lbs, of butter 224 lbs, flour 196 lbs, gunpowder 100 lbs, soft soap 256 lbs, beer 36 gallons, tar 26½ gallons, while a barrel of herrings is 500 fish.

Look to the Future.

In business life, we are too apt to look too closely upon the immediate present and rather too little upon the future. That this is a mistake most people, if they will carefully consider the matter, will admit. Those who do a business simply for the day rarely build up a successful one. Many are keenly interested in the immediate profit instead of trying to cultivate a successful business that will last.

As the Chicago *Produce Trade Reporter* remarks, building up a business is exactly the same as building a house; unless the foundation is right, the house will come to naught. There have to be calculations made as to the height and amount of weight to be carried. The future is also considered in all details—that is, as far as possible. To build up a business that will be valuable, the same basis must be established—consideration must be had for the future. Business must be transacted with a view of increasing it.

Patrons are secured by just and honest treatment—we mean worthy patrons—and the way to do this is to deal with them as if you wanted their future as well as their present patronage. A good shipper and customer is always a good standing advertisement and will bring girth to the mill. It is, therefore, essential that at all times an effort should be made to secure permanent patronage. It is a mighty poor policy that the first consignment or sale should be the most profitable one, but base all your dealings with due regard to the future.