

Correspondence.

HARD LINES FOR THE STOREKEEPER.

Editor MONETARY TIMES:

DEAR SIR,—It is now getting on for thirteen years since I have been a storekeeper in this city. And I am troubled in my mind to know what is going to be the outcome of my business, as matters are now going. I made money at first, and for a good while I made several additions to my capital. But with these big stores like Eaton's, and Walker's and Simpson's, with their bargain days, cutting the trade from under our feet, and with the way goods are getting cheaper every year, us small storekeepers do not scarcely know how to turn.

I buy as close as I can, and often for cash, and I cannot say as the houses I buy from do not treat me fair personally. But this is what I find—when I buy a line of dress goods at a price, and I think I have got good value, ten to one I find some of the big stores has got "a drive" of the same goods, or something cheaper, and are underselling me right along. And my customers go to the big stores on bargain day and buy their goods for cash, and then sometimes they ask me for credit. So it don't seem to me somehow a fair shake.

The times are changing, there is no doubt about that, and we are not able to get the profits we used to in former years. We have to sell half as many goods again as we used to for to make a thousand dollars a year. Now, is this thing going to keep on? because if it is the best thing any small storekeeper can do, it seems to me, is to get out of business and go to fruit raising or something. You give us advice sometimes: now can you give advice how I, or men like me, are going to work our business so we can keep in it? DEAD EARNEST.

Toronto, August 26th, 1894.

ESTIMATE OF THE WORLD'S CROPS

The annual crop estimates issued by the Hungarian Minister of Agriculture places the wheat crop of the world at 2,476,000,000 bushels for 1894, against 2,279,000,000 bushels for 1893, and 2,280,000,000 bushels the official average for the past decade. The deficit requiring to be covered by importing countries is 364,526,000 bushels for 1894, against 379,000,000 bushels in 1893. The surplus from exporting countries is 444,245,000 bushels, against 378,664,000 bushels in 1893.

The detailed figures representing the production and deficit of the various importing countries for the year 1894 are as follows:

	Production. Bushels.	Deficit. Bushels.
Great Britain	60,995,000	170,220,000
France	354,625,000	19,859,000
Germany	102,132,000	32,625,000
Italy	120,228,000	29,788,000
Holland	6,241,000	11,915,000
Switzerland	7,376,000	11,915,000
Belgium	21,277,000	25,533,000
Denmark	4,599,000	1,702,000
Sweden and Norway ..	5,106,000	7,092,000
Spain	97,876,000	12,768,000
Portugal	9,078,000	5,675,000
Greece	3,404,000	3,972,000
Austria	45,400,000	31,774,000

The figures in detail of the production and surplus of exporting countries are these:

	Production. Bushels.	Surplus. Bushels.
Russia	363,036,000	141,850,000
Hungary	151,098,000	45,392,000
Roumania	51,066,000	19,859,000
Turkey	29,793,000	5,675,000
Bulgaria	31,207,000	13,050,000
Servia	9,920,000	1,985,000
United States	408,528,000	70,925,000
Canada	42,555,000	15,603,000
India	258,167,000	22,696,000
The rest of Asia	58,158,000	2,837,000
Africa	48,370,000	5,957,000
Australia	42,895,000	14,185,000
Chili	24,114,000	9,929,000
Argentine Republic ..	117,508,000	73,762,000

A POETICAL COMMERCIAL MAN.

This is how an American commercial editor—he ought to have been a poet—speaks of the fluctuations of the stock exchange: "Corn—the friend alike of poet, peasant and speculator—hovered lovingly a moment at 43c., and then alighted with pink-doved feet at 44c."

THE UNITED STATES TARIFF.

There have been many criticisms of the new American tariff. Neither friends nor foes of the Administration are pleased with it. But every one should be thankful—and most Americans are—that it is settled at last, and the uncertainty that paralyzed business for so long has been removed. Tariff reformers are disappointed with it, for it is still too strongly protective. But it should give some satisfaction to Canadians in that it reduces the imports laid by the Americans on a number of our products. Among these are malt, barley, hay, wheat, rye, wool, eggs, soft coal.

	McKinley Law.	Wilson Bill.	The New Tariff.
Barley	30c. bu.	25 p.c.	30 p.c.
Flour	25 p.c.	20 p.c.	20 p.c.
Oatmeal	1c. lb.	20 p.c.	15 p.c.
Barley malt	45 p.c.	33 p.c.	40 p.c.
Hay	\$4 ton	\$2 ton	20 p.c.
Hops	15c. lb.	8c. lb.	20 p.c.
Onions	40c. bu.	2c. bu.	20 p.c.
Potatoes	25c. bu.	10c. bu.	30 p.c.
Beans	40c. bu.	20 p.c.	20 p.c.
Buckwheat	15c. bu.	20 p.c.	20 p.c.
Oats	15c. bu.	20 p.c.	20 p.c.
Rye	10c. bu.	20 p.c.	20 p.c.
Wheat	25c. bu.	20 p.c.	20 p.c.
Eggs	5c. doz.	Free	3 p.c.
Vegetables	25 p.c.	10 p.c.	10 p.c.
Poultry	5c. lb.	2c. lb.	20 p.c.
Beef	2c. lb.	Free	25 p.c.
Mutton	2c. lb.	Free	25 p.c.
Pork	2c. lb.	Free	25 p.c.
Butter	6c. lb.	4c. lb.	20 p.c.
Preserved milk	8c. lb.	20 p.c.	5c. lb.
Honey	20c. gal.	10c. gal.	20 p.c.
Smoked fish	3c. lb.	2c. lb.	15 p.c.
Apples	Free	Free	20 p.c.
Apples, dried	Free	Free	20 p.c.
Plums	Free	Free	30 p.c.
Horses	\$30 or 30 p.c.	20 p.c.	20 p.c.
Cattle	\$10	20 p.c.	20 p.c.
Coal, bituminous	75c.	Free	40 p.c.
Wool, raw	11 and 12c.	Free	Free
Wool, raw	32 and 50 p.c.	Free	Free
Lumber	Free	Free	Free
Sheep	\$1.40	20 p.c.	20 p.c.
Lambs	75	20 p.c.	20 p.c.
Hogs	1.50	20 p.c.	20 p.c.

Another comparison in this direction is made by the Montreal Star, which shows the Canadian and American tariffs on some of the articles mentioned in the above list:—

	Can. Tariff.	New U.S. Tariff.
Live animals	20 per cent.	20 per cent.
Hogs	14c. per lb.	20 per cent.
Oats	10c. per bu.	20 per cent.
Oatmeal	20 per cent.	15 per cent.
Barley	30 per cent.	30 per cent.
Flour	75c. per bbl.	20 per cent.
Butter	4c. per lb.	4c. per lb.
Cheese	3c. per lb.	4c. per lb.
Eggs	5c. per doz.	3c. per doz.
Condensed milk	3c.	2c.
Beans	15c. per bu.	20 per cent.
Potatoes	15c. per bu.	15c. per bu.
Hay	\$2 per ton.	\$2 per ton.
Peas	10c. per bu.	20 per cent.
Vegetables, fresh	25 per cent.	10 per cent.
Hops	6c. per lb.	8c. per lb.
Beef, fresh	3c. per lb.	20 per cent.
Mutton, fresh	35 per cent.	20 per cent.
Canned meats	25 per cent.	20 per cent.
Pork	2c. per lb.	20 per cent.
Lard	2c. per lb.	1c. per lb.
Poultry	20 per cent.	2c. per lb.
Apples, green	40c. per bbl.	20 per cent.
Apples, dried	25 per cent.	20 per cent.
Plums	25 per cent.	14c.
Honey	3c. per lb.	10c. per gal.

STYLE V. ART IN WINDOW DRESSING.

The window trimmer is too apt to lose sight of the prevailing styles or fashions in making a display, to meet with his own ideas of artistic effect. There is no reason why this should be the case, as the window trimmer should be fully as interested in fashions as the dressmaker, and should not allow his personal ideas or prejudice to cause him to neglect the prevailing fashions in his display of dress fabrics.

This is particularly applicable just now, when the new fall dress goods are beginning to make their appearance and window trims of these materials are in order. With the many fixtures now designed for the artistic display of goods, almost any one can trim a window that is not

bad, but this kind of negative work should be carefully avoided by any trimmer who takes an interest in his work. To excel is what all should strive for, and every window dresser should always bear in mind that artistic effect alone will not make a window display successful; though it may attract attention, it will not always sell the goods, which latter should never be lost sight of.

Dress goods should always be displayed in a manner that will suggest the prevailing style of making up, as a person attracted by the display always wants to see what the effect will be when draped as they would be in the making up, and if the display contains no suggestion of the prevailing style she is necessarily disappointed. Let the two foundations for a successful window—art and style—be combined, and neither neglected to the detriment of the other, and the result will be a window that will not only be attractive, but will also make sales.—*Dry Goods Economist.*

STORY OF THE QUEEN.

This story is given on the authority of a gentleman of large means in a Midland Scottish county: "This gentleman, Mr. C—, had a very fine hothouse vinery, which was celebrated for its choice produce. On a particular occasion, when the Queen was on one of her periodical journeys through Scotland, the Royal train was timed to stop for luncheon at a well-known through station in this county, and Mr. C— availed himself of the opportunity afforded to send Her Majesty an offering of his best grapes. In due course a letter of acknowledgment expressing the Royal appreciation of the gift and complimenting the donor on the fitness of the fruit, reached him; and, feeling sure his head gardener would be greatly interested in the contents of the letter, Mr. C— read it to him. The man of horticulture gravely listened, and this was all his comment: 'She disna say onything about sending back the basket!'"

—The fast side-wheel steamer "Frank E. Kirby" is reported to have made the run, the other day, from Detroit to Put-in-Bay, in 2 hours and 55 minutes. The distance between Bois Blanc light and Put-in-Bay, 35½ miles, was covered in 1 hour and 58 minutes. For nearly half this distance the water is shoal. The performance as reported would indicate that her speed between 12th street, Detroit, and Bois Blanc light, close upon 19 miles, was made in less than an hour. The average revolutions of the wheels from Detroit to Middle Sister Island was 32½. Between Middle Sister and Put-in-Bay, where the water is as deep as it is anywhere at the head of Lake Erie, 34½ revolutions were made, and the speed of the boat during this part of the run is thought to have been close to 20 miles an hour.

—Although the hay crop in the United States is slightly short, the crop on the continent of Europe is said to be abundant. Special reports covering the United States, Canada and Europe, collected for the crop report number of the *Hay Trade Journal*, have been published. They show a shortage, as compared with an average crop, of nine per cent. Some 3 per cent. of the old hay remains in the hands of the farmers and dealers. The only section of the United States showing increased acreage is Ohio and Michigan. Prices at the sea-board markets of the United States vary from \$9 to \$17 per ton.

—A correspondent had been to church, and afterwards receiving a life insurance proposal, the startling thought occurred to him whether, remembering the promise of longevity to those who honor father and mother, an insurer, on satisfying the life office that he had honored and did so honor his parents, ought not to pay a proportionately less premium! This point, says an insurance journal, has, so far as we are aware, in all "proposal forms" invariably been overlooked hitherto.

—The twenty-third annual meeting of the National Board of Steam Navigation will be held in Cincinnati, September 11. This organization is made up largely of owners of vessel property navigating the western rivers and the Atlantic coast.

—Head of the Firm—"Humph! Booker off again to-day? What's his excuse this time? A lame one, I'll bet."

Clerk—"Yes, sir; broke his leg, sir."—*Buffalo Courier.*