

merits become apparent. Purchasers often take an excessively long time in arriving at a decision, but it is better to put up with them than lose the sale and a customer through some hasty and impatient action.

The Manchester correspondent of the *Glasgow Herald* writes that "the fine weather of the past few days has brightened business up, the trimming, lace, and kindred branches having benefited considerably. The straw hat trade has this year been very poor, although with such weather as has prevailed this week larger sales may be expected. But the experience of those who bought well ahead earlier in the season has so far been disappointing. The demand for heavy goods has been of an average character. In the woollen districts there has been rather more doing. The Canadian trade has been disturbed by a few failures. The new Canadian tariff, so far as its nature can be ascertained, is in many respects unsatisfactory. On a number of goods the rates are actually increased. Carpets are still dull, and there is very little doing in the Canadian or American markets. In linens business is fairly steady, but work is not sufficient to keep looms fully engaged, and short time is in many instances being worked."

What mistakes have been made in judging purchasers by appearances! We remember a circumstance which will illustrate this. It occurred in one of the largest stores in a Western Ontario city. A milliner, who had just begun a season with the firm, was waiting on a woman. The day had been stormy and it was apparent from the woman's dress that she was not a citizen, but had come in from the country. The customer was not satisfied with the trimming of a hat which she had ordered and desired that some changes be made. After having discussed the matter for some time, turning to one of her helpers the head milliner said in an audible tone: "At any rate it is good enough for a farmer's wife." The matter was reported to the proprietor, who very soon dispensed with the services of his milliner. In doing so he said: "Mrs. C—, whom you so insulted, is the wife of a farmer, but if the day had not been a rainy one you would have pronounced her one of the dressiest women in the city. This establishment depends to a large extent upon the patronage of farmers and their wives; we cannot afford to wound the feelings of such good customers."

#### THE LUMBER TRADE.

There is a good pitch of water in the river just now, says the *Ottawa Journal* of Monday, and the logs are coming down nicely.

The export lumber trade from the port of Victoria, B.C., was at the close of June described as brisk. The Hastings mill was then running night and day, and the Moodyville mill running on full time.

Word received from St. John, N.B., says that there is less lumber coming down from bay ports than last year. A number of coasting schooners are laid up for lack of cargoes. Throughout the Province of New Brunswick merchants, especially those who ship to American markets, are holding their lumber in hope of an advancing market.

The great strike in Chicago has had little or no effect upon Canadian lumber markets. The bulk of our export trade is done with the Eastern States, and, as yet, transportation facilities in that section remain unimpaired. If trade were in an active condition, values would be indirectly raised in consequence of the labor crisis, but such is not the case.

Quotations for Douglas fir lumber in cargo lots for foreign shipment, according to the *B.C. Commercial Journal*, are:

|                                                                                       |         |
|---------------------------------------------------------------------------------------|---------|
| Rough merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M. feet..... | \$ 8 00 |
| Deck plank, rough, average length, 35 feet per M.....                                 | 19 00   |
| Dressed T. and G. flooring, per M.....                                                | 15 00   |
| Pickets, rough, per M.....                                                            | 8 00    |
| Laths, 4 feet 6 inches, per M.....                                                    | 1 90    |

Toronto lumber merchants report an exceedingly dull market. Transactions can only be made at prices below market quotations, and a great deal of stock must be handled to make a little profit. Basswood probably holds its own as well as any other hardwood. Ash meets with fairly good request. Some transactions have recently been made in maples at \$15 to \$16 per thousand. Butternut and chestnut are slow of sale, while cherry is almost out of the market, one holder having recently offered stock at \$35 a thousand.

It has been generally conceded that the lumber mills of Marysville, New Brunswick, the home of Canada's timber "king," surpasses in cutting that of any other mills on this continent for the same kind of lumber. One gang has shown its ability to cut over one thousand feet in six minutes, the exact amount in one hour being 10,100 feet board measure. A day's work has been done of 144,000 feet for ten hours, one gang, and on Friday last the smallest gang of the five cut 680 logs in the ten hours, or more than one log a minute. Putting these logs at twelve to the thousand, this means something over fifty-six thousand for the day. This was ordinary cutting with low water and the usual run of lumber. It has never been equalled.—*St. John Record*.

The cargo market on Lake Michigan, with Chicago as the principal point, according to the *Northwestern Lumberman*, is manifesting more vigor than would seem possible under the circumstances. "Yard dealers have within the past month made numerous purchases of blocks at the mills, and the lumber thus acquired is coming forward in heavy volume, receipts in late weeks having showed a notable increase. This measure of life in the Lake Michigan movement has more than a local and sectional influence. It reaches all round the lakes and favorably affects the entire white pine field, and to some degree the yellow pine section of the south."

Referring to the condition of the British markets, that very good authority, the *London Timber Trades Journal*, says: "Buyers are afraid they have paid too much for what they have already secured, while on the other hand the shippers entertain the idea that they ought to get full prices for the balance of their stocks, so that between the two the wood market continues in a very undecided state. The chief feature of the London trade seems to be an anxiety in several influential quarters to realize as speedily as possible, and though the public auctions recently have been moderately supplied, we have no guarantee that this will be so for any length of time. There are no complaints of heavy stocks, but importers display a readiness to transact business at a small margin of profit, betraying a want of confidence in the future, from which there is no escaping."

#### FOR GROCERS AND PROVISION DEALERS.

On the run—ice.

London retail grocers and their friends will picnic in Queen's Park, London, on July 25th.

A down-town man who owns a hornless goat calls it "Oleomargarine" because it is no butter.—*Philada. Record*.

Workmen have commenced the erection of Mr. Geo. Matthews' new pork factory at Hull. It will probably be finished in October.

The butchers of London will close their shops every Wednesday afternoon at two o'clock during the months of July and August, commencing July 11th.

There is an abundance of sardines in the Kamouraska River this year, and the canning establishment of the Union Sardiniere Company is now in full operation.

Many grocers during these hot weeks miss the farmers' wives who supply them so regularly with choice butter. The cream is finding its way to the confectioner's establishment.

The Hamilton Retail Grocers' Association proposes to divide the city into four districts and appoint committees to canvass them, and if possible secure an early closing agreement.

The Co-operative Wholesale Society of Great Britain has established an agency in Montreal. Their agent in that city will purchase for export cheese, butter, and other produce.

The regular monthly compilation of the world's visible supply of coffee has been completed, and shows for July 1st last 2,146,423 bags, against 2,189,988 bags June 1st; a decrease of 43,565 bags. One year ago the visible supply was 3,100,618 bags.

"Well, little girl," said the grocer, "what can I do for you?" "I don't want to buy anything," replied the little girl. "Mamma told me to find out the prices and then come back. How much will I have to pay to get a dollar's worth of sugar."—*Chicago Tribune*.

Arrangements are now completed at all the canneries to start work as soon as the fish make their appearance in sufficient quantities which may be almost any day now. Already a few cohoes have been caught in the river. The spring salmon season has been fairly good, and a large number of these beauties have been canned at Ewan's cannery.—*Vancouver News-Advertiser*, July 3rd.

The Brazilian Government has decided that the export duty on coffee now being levied by the government shall in the future be wholly collected in gold, which will increase the benefit to the government about three times. Coffee represents fully one-half the exports from Brazil, and in the new year it is estimated that the exportable surplus of that article alone will amount in sterling value to between £25,000,000 and £30,000,000.

It is bad policy to send the poorest member of your staff to solicit orders. A British Columbia exchange tells us of a merchant who himself canvasses for orders, leaving his clerks in the store to make up parcels. Although this course may not be worthy of imitation, from it a point may be learned. You cannot over-estimate the importance of an agreeable and obliging solicitor of orders.

How many customers have been lost through an overcharge in their accounts? In a dispute over accounts the merchant is by no means always at fault—far from that—the best of people often are afflicted with a dislike to pay for goods they have already consumed.