

any other American paper I have received. Wishing you and your paper all possible success, I remain,

Yours respectfully,

C. E. SONTUM,

of C. E. Sontum & Co.,

Ad. Christiania, Norway.

OUR EGGS ARE LIKED.

3rd January, 1890.

Editor THE GROCER, Toronto.

DEAR SIR,—As tending to show the capabilities of the proposed trade in Canadian eggs with this market, it may interest you to learn that we have just sold our first trial consignment at 11s. 6d. per ten dozen—a price comparing very favorably with present quotations for French eggs of 9s. 6d. to 10s. 6d., according to size and quality. As, quality for quality, this parcel did not more than stand on a level with the best French eggs, we believe the higher price paid by buyers was in some measure due to the fresher appearance of the eggs, which may partly be accounted for by the style of packing adopted by the Canadian shippers, viz., in compartmented boxes. Whilst the problem of bringing over these eggs to this market in a merchantable condition has been solved, the question still remains whether shippers from Canada can find any profit out of this market during the spring and summer months, when values as a rule drop considerably. The market is at present steady, and supplies are barely sufficient to meet demand.

Yours faithfully,

TULLOCH & CO.

OTTAWA'S TRADE EXPERIENCE AND PROSPECT

The following communication was crowded out of the issue for which it was timed, but is none the less important as a brief review of last year's trade, and a presentation of the conditions upon which an estimate of this year's trade may be based:—

"The sun of 1890 has just dawned on Ottawa for the last time. It shone for all; but many of us in the capital got more of its shadows than of its rays. But the king of light rises in commercial splendor here in 1891. Its light will undoubtedly penetrate into every home and fireside before the last leaf of the calendar for '91 is torn off its pad.

The business men of the Canadian capital have just bid adieu to such a twelve month of commercial depression as probably has

To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are

The "Horseshoe" brand of canned fruits and vegetables.

Packed by Bowlby Bros. & Co., of Waterford, Ont.

"Cairns" Home-made marmalade, jams and jellies.

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

Packed by Ed. Wadhams, Ladner's Landing, B.C.

Every package of the above brands guaranteed as to quality and weight.

BLAIKLOCK BROS, Agents,
17 Common St., MONTREAL.

not been witnessed since the memorable years between 1877 and 1878. We hope that we are unique in this position, but we also sincerely wish that the bright prospects for 1891 are equally shared by every other town in the Dominion.

Yes, we are happy to say that the prospects for '91 are encouraging. Lumbering is the principal industry of the Ottawa valley; and when the bushman's axe is sheathed, all the other industries are at a stand still.

The Legislature took one step in the right direction recently, in the removal of the export duty on logs. In return the Yankees abolished their import duty on sawed lumber. Though too late in the season to be of much immediate advantage, the effect was magical. The exportation of deals received an impetus, and many thousand feet were shipped to the United States. Until then the hiring of men for bushwork was limited, and wages low, owing to the small importation on account of the duty. The removal of the American duty enhanced wages by increasing the demand for men. The cut will be much larger than was then anticipated.

War in South America also played havoc in the lumbering business last year. These States import a large quantity of our lumber, but last year they were too busy slaughtering one another to engage in the christian and legitimate pursuits of life.

The proposed building of the electric street railway through the city will also give employment to a large number of men. This enterprise will put about two hundred thousand dollars in circulation in the city, and will be of great benefit.

Yours truly,

A. E. P.

Ottawa, Jan. 12, 1891.

THE NEW TERMS BENEFIT CASH BUYERS.

International Bridge, Ont., Jan. 8, 1891.

EDITOR CANADIAN GROCER.

SIR,—I have received the following questions from Mr. D. Shanks, of Paisley, based upon my letter to James Turner & Co., of Hamilton, which appeared in your issue of Dec. 26th. With your permission I will try to answer them, as best I can, through your columns.

Question 1. Why is it shortsighted to buy outside the Guild?

Because (I believe) the action of the Guild will prove generally beneficial to cash buyers; hence, I contend that it is shortsighted on our part to unite with long time men, in a crusade of defiant opposition, and retaliation against the Guild; in short, in an attempt to boycott them.

I will try to make this contention clear to the minds of your readers, and show it to be logical. So far as I understand the action of the Guild, we are not asked to buy more goods than we need, nor yet to pay higher prices for what we do need. We are only asked to pay more promptly. In this, the wholesale men have taken the very reasonable course, (a course which certainly commends itself to me as well worthy of imitation by us) of reducing their liability to losses from bad debts, and thus reducing the amount of capital necessary to carry on their business. As the cash buyer only has his time curtailed by 20 days on sugars, etc., and 5 days on general groceries for the old discounts, while the full time men are shortened up 30 days all round, I fail to see that cash buyers have any real cause for

complaint; not to speak of the immense advantage it must ever be to us, to have slow pay men shortened up. Looking the matter squarely in the face, from this impartial standpoint, it certainly appears to me unwise for us to attempt boycotting.

Question 2. How do you propose to form this combination you mention?

I have no precise method in my mind just now, but would suggest that by following up the ideas that were brought out at the Hamilton Merchants' Convention, we can certainly devise a feasible scheme, to accomplish so desirable an object.

Question 3. How are we to find out those wholesale firms or manufacturers who give long credits or renewals?

The means for obtaining this information would have to be determined by the retailers' association. I have no doubt it can be as accurately ascertained as are any breaches of faith on the part of members of the various guilds or combines.

Question 4. Should the discounts not have been increased, or at least have remained as they were, so as to encourage cash buying?

I think this question has been answered clearly enough in reply to question 1. I would like to say, that the principle of shortening credits, if adopted by all branches of the wholesale trade, would remove the necessity of any combination on our part, and we can probably take no better step for our mutual protection from the evils of reckless credit, than to strike hands with the Guild and give them full evidence of our appreciation of their action. Other branches of the wholesale trade will thereby be encouraged to move in the same direction.

If these answers do not appear satisfactory to your readers, I shall be pleased to give you my views on this subject more fully in a future issue. Thanking you for your courtesy in publishing my letters, I remain, sir,

Yours,

JOHN T. JAMES.

RUSSETS IN ENGLAND.

Those who have apples to ship to the English market ought to remember that russets are not wanted there before the turn of the year at the earliest, and that the best prices for them are rarely realized before the first of February. Russets that are forwarded before the close of the old year are held in the English market, while they can more profitably be held here. If the stock is large and is kept standing on the English market awaiting the opening of a demand, prices are almost sure to fall lower than if the stock were kept in hand here, where the extent of it could not so easily be gauged by the English buyer. Too commonly the mistake is made of shipping russets along with other apples.

When a line of goods is placed in a prominent position, with the prices plainly attached to them, they often become their own salesmen.

An Annoying Accident.—Sanso—"I want to buy one of those unbreakable lamp chimneys you have advertised." Clerk—"I am very sorry, sir, but we accidentally got our whole stock smashed this afternoon."—Munsey's Weekly.