

hoodwinked a very large section of the public. He was not long out of jail before he was in request for advertising purposes. His exceptional success as an impostor made a hero of him in the eyes of certain classes of persons, and to catch the trade of these his services as an advertising dummy were sought after. The young humbug seems to have had too much self-respect to lend or hire himself to any such business. Merchants made offers that would seem to be attractive to any one ready to pose as the centre-piece in a great sensation.

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There is a pretty general report of shortage in the small fruit crops of European countries. The production of jellies and jams, an industry which in England has grown into wonderful proportions since the era of cheap sugar began in that country, is therefore expected to be very materially curtailed. If this is a fact it is one to which our packers can not afford to be indifferent. We want a market for our canned fruits, because our production far more than saturates the domestic demand. This year's crop of Canadian small fruits gives every promise of being a large one; sugar was never before so cheap as it is now; tinned plate is cheaper than it ever was; we pay no duty on it; our packers should consequently make something out of the English market, and should be able to sell goods in Germany. There is a field at all events, and it may prove to be worth exploring.

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At the Farmers' Institute picnic, held at Grimsby last week, President Awrey said: In the past farmers had carried on their business without any proper system of book-keeping, but that slipshod way was being changed, owing to the people being educated by the Government to a proper appreciation of intelligent methods of farming. Canada was now selling eight or nine millions of dollars worth of cheese, because the make was the best in the world. On account of its superiority the Canadian article brought from a half to one cent more a pound than that paid for any other. There was a great market for butter in England, and Canada should wake up to the fact. The country did not export a million dollars' worth per year, but there was a limitless market for it in England.

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The change in the duty on eggs is of moment to the country merchant, and is not entirely political in its bearings. Every spring there have been enough pickled eggs received at this and other points from St. Louis, Cincinnati and other collecting centres in the United States to cause a more than momentary disturbance in the market. This disturbance comes at a critical time, when a large quantity of our own eggs are held by country merchants, either in their own stores or in the hands of commission merchants to sell for them. They are

bought at a time of year when fresh eggs are scarce and are obtainable only at high prices. Just then a dozen car loads of limed eggs may be launched upon the market by United States shippers, and their volume will influence price much more than the quality of our own fresh eggs will. That is, the country merchant will have to pay high prices to get fresh eggs, and will probably have to take low prices to get rid of them, if he happens to offer them when the pickled eggs from the south are flowing in. They, it must be said, do not come in so freely as they formerly did. The McKinley Tariff tends to check the exports of eggs from the United States about as much as it tends to check imports. United States holders of pickled eggs are not so anxious to hurry off their stock in the spring as they used to be, for there is not the same competition coming in from fresh eggs at that season as there used to be. When our eggs went duty-free to the United States, they, along with the fresh domestic production, made so sudden and considerable an accession to the supply that the market always went down several cents, and it was to escape or mitigate the effects of this drop that United States packers used to flood all the markets they could reach with their limed eggs. But now that our eggs do not go in, the supply of fresh eggs is not so suddenly and seriously felt. Eggs of any kind find sale, and the holders of limed can depend on the 5c. protection for their own markets to absorb the bulk of the stock they carry into the spring. But while we have fewer eggs from across the line, such as do come have a deranging effect just when they can do most mischief in cutting down the prices our merchants have to take. The 5 cent duty added, therefore, by the Canadian Government is calculated to make prices more stable in the season when the scarcity of fresh naturally makes them high. Before the McKinley Tariff, we brought in about 650,000 dozen every year.

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Sweetness and loss is the article of faith that wholesale grocers practice, whether they profess it or not. They are giving to the general public, who do not particularly need it, a large part of the revenue that the most important staple they handle should yield. If all the money that wholesalers should have made this summer on the sale of sugar were lumped together and bestowed on the sufferers from the St. John's fire, it would assuage a great deal of misery. That way of parting with it would abstract just as much from the coffers of the wholesalers, but it would be incomparably more satisfactory. The capital so parted with would be doing something useful and creditable to the hearts of the donors, but now it is doing nothing creditable to either their hearts or their heads. The beneficiaries of the wholesalers are a free and independent people, supposed to be able to pay for what they consume,

and to disdain any proffered assistance in buying the necessaries of life. Then why do the wholesalers render that unasked assistance, which makes nobody appreciably richer and themselves materially poorer? They do it for the same reason that people rush pell mell to get out of a public hall because some one has shouted "Fire!" The rushers delay their own speed by their eagerness, and certainly hinder or injure others. The conduct is similar in both cases, and the cause is the same. Panic drives both. The panic of competition is making wholesale grocers forego profits this hot weather, and it is fomenting among refiners the same unsteadiness. In the United States just now things are different. A few weeks ago overtures were made by the wholesale grocers east of the Rocky Mountains for the forming of a national association, of which the immediate purpose and occasion was the making of an arrangement with the Trust to establish a system of rebates on all sugar sold at a standard price. The negotiations were unsuccessful at the time, but the Trust has since made a partial concession of the arrangement it was asked to concur in. It has extended the scope of the rebate system that it has sold under for some time in New York State and in New England. At the end of a fixed period, it restores a rebate of $\frac{1}{8}$ c. per lb. on all sugar bought at any of its refineries, provided that buyers take an oath that they have not sold below a standard price. This came into operation in all territory west of the Rockies on the first of the present month. This at any rate is an attempt to establish a profitable price. The means are open to criticism, as they are evidently resorted to to rivet a large combine, but they have an accidental effect that is in the interest of wholesalers.

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The stone is evidently a variable standard of weight in this commercial city. In some skilled hands it goes for 12 to 13 lbs. That at all events is alleged by some members of the Retail Grocers' Association. And the traders who deal out that number of pounds to the stone do not live on exceedingly high mountains, or we might account for the loss in weight by the principle that the force of gravity decreases in direct proportion to the distance from the centre. It seems to be the case that some worthy men take advantage of the fact that the stone is not a unit of weight in Canada, that its constituent pounds are not defined by law as the ounces of a pound are, and that, therefore, irregularity in its weight is not punishable under the Weights and Measures Act. Though it is a fact that the stone is a borrowed unit, it is also true that some of our packages which are defined by law are a multiple of a certain number of stone. For example, the barrel of flour or oatmeal is 196 lbs., or 14 stone, and it is handy to sell oatmeal by the stone. The barrel of flour is $1\frac{3}{4}$ of the English long hundred-weights (112 lbs.) The stone is one-eighth of this long hundred-weight. One convenience of the old hundred-weight was its being resolvable into many factors, that number being divisible by 16, whereas the highest multiple of 2 that our Canadian hundred-weight or cental, will divide by is 4.