

les out at sea to see whether in any sealskins is one which time nations will never admit. ing the Napoleonic wars Eng. ighting for existence and claimed search neutral vessels to see ere were on board any of ber ts, deserters from her flag, the tes filled the world with loud ised the cry of "free ships and ts," and declared war largely n to this right of search. Now e right to search the vessels of us for sealskins, which may red on her shores, but which in the distant ocean without or ear-marks. It is quite clear pretence cannot be maintained. ner it is abandoned the better.

#### STOREKEEPER IN HOT WEATHER.

th of August and such hot terms to a good shopkeeper. It is ep his stock clean and in good es speck his shelf hardware and o put paper or netting over first and then another, till half his concealed. Other insects are nless due precautions are taken up into this, that, or the other drawer of foodstuffs. The heat riously some of his wares, and summer light will take the color goods in show-cases or windows. f a grocer is especially liable to these days, and it is well to have gar and syrup, codfish and mac as possible. There are what avoidable as well as unavoi- losses. Here is what the Chi- has to say by way of advice to advocacy of a "hand-to-mouth to speak, for hot weather:

e merchant will have as few exposed as possible; raisins s kept in a proper place; dried ed of, or if berries, cherries, or on hand, he will sift them well, em in tight packages in a manner the inroads of insects. Every to it that the clerks have made inspection of the butter, cheese, ams, besides looking after the the brine on the pork and fish. are spoilt by exposure to the are kept in cool, shady places. oil, bottled pickles, mustard, s, chocolate, etc., are taken from ndows, and goods exposed that at will not affect." One is bid- mber that coffee, exposed to a y atmosphere, loses rapidly in eal, if kept too long in stock. hominy and rice are liable to if vegetables or foreign fruits store, they should be bought ed constantly, and stored care-

per warning with respect to rchandise is given by our con- This refers to the necessity of stores at night or when closed. s seen the injurious effect upon icle in his stock after being ring a sweltering night, in a

close, unventilated store. As many of our country stores are built this is next to an impossibility, but still the lack of ventilation is an evil that should be seen to and cured. In order to keep your store attractive, Dear Grocer, says his namesake, be particular to have the scales and scoops kept clean and bright; the implements used about the butter scalded early every morning, and a bowl of fresh, clear, new brine fixed for the ladles. "It is a great deal easier work to lose a dollar in a store during a heated spell than it is to make one, hence vigilance is all essential."

Finally, and by way of a paragraph containing general ethics, our friend tells his readers, the grocers: "Open and shut your place of business early and give the clerks a chance for outdoor pleasures during the long summer evenings. Keep cool, pay bills promptly, credit sparingly, collect systematically, and then the merchant will be in fine trim for the active trade of the fall months." A good deal of the grocer's law and gospel is in these few precepts.

#### HAWKERS AND PEDDLERS.

Complaint is made by many of the retail men of this province in consequence of the increased number of peddlers who have made their appearance. The injury done to local trade by these hawkers is so appreciable as to call forth a loud protest from some quarters against their being allowed to carry on their pursuits. The complaints are justified on the grounds that since these itinerant merchants pay no taxes and no rents, with these distinct advantages in their favor, they compete unfairly with local traders.

The Legislature of Ontario recognized the unfairness of the principle of permitting those traders who pay no taxes or rents to compete with those who do, and has passed legislation along that line, with a view to deterring transient traders, who take up their abode for short spaces of time in a locality, from reaping any advantage they might thereby gain. But it has not gone far enough and included hawkers and peddlers in the scope of the Act, although not inconsiderable pressure has been brought on them to do so. A few years ago a petition signed by eight hundred merchants from the counties of Bruce and Grey was sent to the Government, asking that the scope of that section of the Municipal Act relating to transient traders be extended so as to embrace hawkers and peddlers travelling from house to house, taking orders from persons who are not dealers, for goods for future delivery; but the request was not taken into consideration. These gentlemen, in common with the merchants of other counties, now intend calling the attention of their representatives in Parliament to the unremedied grievance.

What appears to us anomalous is that the Government having recognized the inequality of the basis upon which local and transient traders do business, and the injustice of allowing such a state of facts to persist in favor of that class of persons who take up their abode in any place for a short time, should refuse to extend the

Act as asked. The legislation against transient traders is stringent enough, for under the Municipal Act the council of every township, city, town, or incorporated village may pass by-laws for licensing, regulating, and governing these persons who occupy premises in their midst for temporary periods, and whose names have not been duly entered on the assessment roll in respect of income or personal property for the then current year; and who may offer goods or merchandize of any description for sale by auction, or in any other manner, conducted by themselves. And further powers are given to levy a charge of \$100 in cities; and \$50 in towns and villages, for granting such a privilege.

The courts have not been slow to give effect to the intention of the Legislature, and where a defendant was tried and convicted by a magistrate, for that, being a transient trader and occupying a place of business in the town for less than a year, he did sell certain goods without having first obtained a license, as required by a by-law of the municipality to do, the conviction was upheld by the full Court of Queen's Bench, and the period of a year was found not to be without the meaning of the words "temporary period." If this section of the Municipal Act were enlarged so as to allow municipalities to deal with peddlers in the same way as they can now deal with transient traders, the remedy desired by Ontario merchants would be complete.

#### ADDITIONS TO THE COST OF GOODS.

It is some years since we were accidental auditors of an argument between two merchants as to what was the proper way to treat such items as exchange, freight charges, and the expenses of travelling to and from a business centre to buy goods. The one man said he "lumped them," and added their total to the season's invoices as so much addition to the cost, and then calculated his profit on the whole. The other man treated each of them as a separate item of expense in his book-keeping. Which of these is the better plan? An instance came up the other day, however—a bankrupt case as may be supposed—in which the shop-keeper, when asked how he figured such items, said: "He allowed he always got profit enough to cover such trifles as them," but he could not show in his books, or anywhere else, that he had made any calculation of them. In fact he guessed at them, if he ever gave them attention at all.

We have an impression that not a few merchants leave out of sight such considerations as these. They pay out freight bills, travelling expenses, exchange on drafts, and enter them in the cash book, perhaps, but do not make allowance for them in putting profit on their wares. Now where many merchants in these days are selling goods at too little profit, it will not do to lose sight of these items. Terry, in his book on storekeeping, says: "The marked cost on goods should be not only the prime cost of the invoice, but should include the expenses of purchase, carriage,

and incidental charges up to the time the goods are brought into the dealer's warehouse, and also the rate of exchange." To neglect to take account of all these additions, technically called changes, is, says this writer, objectionable whenever such changes are great enough to form a calculable sum. "Whether they amount to 1, 2, 10, or 20 per cent. on the invoice cost, they should take their proper place in the economy of the business by being added to the price of the goods, and should not be allowed to swell the yearly expenses."

To "lump" such items, or to average them, and then apply the average advance on all things indiscriminately, does not answer in all cases, as will readily be seen. Mr. Terry gives instances in this way: If a retailer of hardware lives so far from where he buys his goods that freight costs \$1 per 100 lbs., "he cannot safely average this freight alike on wood-screws, cutlery, and cut nails. The freight alone would probably be 5 per cent. on cost in one case, and 25 on cost in the other." So with dye-stuffs as compared with light weight drugs in the case of a chemist; so with artificial flowers and hessians in the case of a dry goods dealer.

#### CROPS IN NOVA SCOTIA.

The Nova Scotia Secretary for Agriculture reports to the Government of that province that the season has been a remarkably favorable one for growth of crops. Genial weather in April started vegetables vigorously at an unusually early period; and the warmth and frequent showers that have prevailed since then have maintained a continuous and luxuriant growth. The hay crops, pasturage, and indeed all important field crops give present promise of abundant returns. Orchards are making immense growth in wood, but the fruit crop will be less abundant than usual, notwithstanding the circumstances that new orchards are yearly coming into bearing and old ones being improved. The Secretary adds, "It is doubtful whether any area of the same extent on the earth's surface can show the same record." We congratulate Nova Scotia on her splendid crop prospects, and we have no doubt the present year's bounties of Providence will stimulate every kind of business in that fine Province.

#### FOREIGN TRADE.

With reference to the communication which appears elsewhere on this subject, we have to say that we understand that the Dominion Government has asked for four different services between Canada, the West Indies and South America, giving tenderers till 31st August to prepare. One line, it is stated, is proposed to run from Halifax and St. John to Cuba and return, calling at Havanna and Matanzas. Another, from Halifax and St. John to Jamaica and return, calling at Bermuda and Turk's Island. A third from Halifax and St. John (via Yarmouth if sailing from St. John) to Demerara and return, calling at Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia,