

# THE BRITISH COLUMBIA SUGAR REFINING COMPANY, L'D. VANCOUVER.

Manufacturers of

## Refined Sugars and Syrups

Of the highest quality.

### PRICE LIST.

(Applicable to lots of not less than 10 barrels or equal.)

SUGARS—Powdered, Icing and Bar, in bbls.....	5½c per lb.
Paris Lumps, in bbls. or 100-lb. bags.....	5½c "
Granulated.....	4½c "
Yellows according to quality.....	3½c to 4½c "
100-lb. kegs, ½c more; Half-bbls., ½c more; boxes, ½c more.	
SYRUPS—30-gal. bbls.....	2½c per lb.
10-gal. kegs.....	2½c "
5-gal. kegs.....	\$2.00 each.
1-gal. tins.....	\$1.25 per case of 10.
½-gal. tins.....	5.75 per case of 20.

Payment by Spot Cash. All prices subject to change without notice. Special terms for lots of 100 barrels and upwards.

#### NO CHINESE EMPLOYED.

NOTE—When you ask for B. C. sugars, see that you get them. We guarantee their absolute purity, and their superiority to any others in the market. Compare and decide for yourselves.

#### SAN FRANCISCO COAL TRADE.

J. W. Harrison, coal and metal broker, San Francisco, reports April 21, as follows: "During the week, 21,150 tons of coast coal arrived here; no foreign cargoes came in. Everything in the fuel line is very quiet; business, generally, is reported dull. Values remain unchanged, although foreign grades are quoted a fraction higher, with strong indications that still higher prices must rule. The prospects for grain charters for this season's crop are certainly very discouraging, hence we must naturally expect fewer coal carriers, and at increased rates of freight. This will aid our coast collieries, as the demands from there will be increased. Some grades of foreign steam coals (Australian particularly) are in very short supply. If the tariff change on coal becomes an assured fact, it would materially help trade, as it would put a little vitality into the business."

#### SETTLING CLAIMS.

In every dry goods store, there are numberless little things constantly coming up which require some kind of a settlement between the store and the customer. There are two ways of making this settlement, one of which will please the customer and benefit the store, whereas the other will always tend to disgust and cause hard feelings.

If a question is brought up to you for decision, say as to whether you will make an allowance or a rebate on any particular thing. It is always well to first hear the full particulars before you make up your mind as to what you are going to do. After the subject has been presented to you from every standpoint, if you decide to make the allowance, do so with a good

grace, and in as pleasant and agreeable a way as possible. This will make your customers feel that you want to do what is right, and are willing to rectify any faults which may be yours. If you are going to make an allowance, do so nicely and pleasantly. Do not, under any circumstances, do it with a bad countenance, or as if you were sorry you had to do it. If you do, this will give a bad impression, and be just as far from satisfying your customer as if you denied her request. If you have to make these allowances, of course you wish to do it in such a manner that it will please and satisfy, and not in such a way that it will not only cost you the loss of the amount allowed, but also the goodwill of your customer.

If, after hearing all the points in the case, you decide that you cannot make the allowance, then be equally pleasant, and be particular to inform the customer as to the exact reason why you are not able to accede to her request. Try to leave the impression that you are fair enough to hear the complaint, and to judge it to the very best of your knowledge of such matters.

#### DAMAGES TO HARDWARE STOCK.

The average retail hardware store in small towns is seldom adapted to its purpose, says a contemporary. It should be well lighted, dry, and its fittings should be as simple as possible, giving dry, warm air free access to every corner and crevice.

Dampness and dirt are but too common in this class of stores, and it is hard to estimate the losses which result yearly from this cause. The rusting of iron and steel; the verdigris and deadened polish on brass and copper goods; the pinholes in tinware, and the dulling of the fine

polish of gun stocks, tool handles, and carpenters' levels, are nearly all due to this cause. It is comparatively seldom that articles are actually ruined outright, although in some cases the loss in this way is considerable; but the main loss is in the general depreciation of stock neglected by customers, who pick out newer and more attractive articles, until the dealer sooner or later finds that he has a large amount of goods which must be sold at cost or sacrificed at considerable loss.

No store goods suffer so much from damp as hardware, because, being much colder than the atmosphere, they attract all the moisture held in suspension by the air. If the cellar is damp and sends its vapors up through the cracks in the floors, or through the cellar way, be sure that it will do its work on your bright steel, tin and copper goods.

Good ventilation, and in damp weather good diffused heat, with frequent examination and cleaning of goods, is necessary to keep a hardware stock in first-class condition. When heavy and farm machinery is sold, all bearings and polished surfaces should be protected, except, perhaps, those kept on show, where they would be likely to damage the clothing of customers. Guns, rifles and pistols should be frequently examined, and should never be loaned or used if intended for sale. Small-calibre rifles and pistols are very delicate, and easily ruined by careless use. Indeed, it is almost impossible to find a second-hand 22 calibre rifle or pistol which is not "leaded" beyond cure. Almost every hardware store which sells fire-arms has in stock weapons which have been unsalable for years because of neglect or the loss of polish and finish lost in a day's use, and often as the result of the too-accommodating spirit of the proprietor.

#### HINTS TO GROCERS.

It costs only an effort to have the delivery wagon clean and the harness bright, says an exchange.

It is the men who investigate that make progress; the conditions of yesterday are seldom repeated.

A clerk who is neat and tidy, and wears a clean white apron, always makes a good impression on customers.

It is only the really busy man who can find time to attend to the demands of others for assistance.

The one end of business is to make money, but there is a distinction in the means which involves character.

Familiarity between clerks and customers is only good up to a certain point; after that it breeds contempt.

A grocer should be a man of his word, and when an order is promised at a definite time, it should be there.

People, as a rule, are fastidious about what they eat, and the more inviting the store the better opinion of you has the customer.

It is a common fallacy for everyone to consider his neighbor's business more congenial and profitable than his own.

Count, measure, or weigh everything you buy, and compare same with the invoices.