

### Winnipeg Clearing House.

Clearings for the week ending December 27, were \$961,591, balances, \$163,151. For the previous week clearings were \$1,181,829. For the corresponding week of last year clearings were \$992,966.

Following are the returns of other Canadian clearing houses for the weeks ended on the dates given:

	Clearings.	
	Dec. 20th	Dec. 18th.
Montreal.....	\$11,873,088	\$12,099,892
Toronto.....	6,336,185	6,091,526
Halifax.....	1,133,912	1,242,679
Winnipeg.....	1,181,829	1,285,102
Hamilton.....	614,261	663,609
<b>Total.....</b>	<b>\$21,171,805</b>	<b>\$21,332,508</b>

### Winnipeg Industrial Exhibition Association.

At the first meeting of the new board of directors of the association, A. Strang was elected president and L. A. Hamilton vice-president.

Letters were read announcing the election of H. A. Chadwick to represent the Manitoba Poultry Association, and W. J. Hinman to represent the Horse Breeders' Association on the board of directors.

Mr. Scarth stated to the board that secretary-treasurer Strachan had sent in his resignation to the late board, to take effect on the 28th of February, and that the same had been accepted.

At the recent annual meeting of the shareholders of the association the retiring board of directors submitted their annual report. The report acknowledged the assistance of the local government, city of Winnipeg, Canadian Pacific railway and of the merchants, business and professional men of Winnipeg. The financial statement of the secretary-treasurer shows the receipts and expenditures for the year. The board started with a deficit of \$825.03, and although they have expended \$368.20 for accounts chargeable to '93 exhibition, they, after spending the sum of \$3,767.53 on permanent improvements and the sum of \$362.31 on the maintenance of the grounds show a credit balance of \$1,127.58. Against this there are outstanding liabilities amounting to \$951.19. Of this amount there is \$691.08 due for insurance of the association's buildings for three years, from the 20th day of November ult. There has been spent on the grounds and buildings the sum of \$59,176.16, of which \$15,000 has been provided by the city and \$14,476.16 has been paid out of the funds of the association. The directors have this to say as to the proposition to hold the fair in the fall: "Your board are of opinion, from the continued and increasing success of the exhibition, that the summer is the season in which it should be held."

The financial statement of the year is as follows:

Statement of receipts and expenditure from 31st Dec., 1893, to 15th Dec., 1894:

RECEIPTS	
To Balance	176.65
Entry fees	1,117.20
Space rentals	182.10
Printing and advertising	669.50
Privileges	2,128.29
Admissions—Gates	5,116.50
Season tickets	198.50
Grand stand.....	3,372.30
Grants	9,000.00
Subscriptions to prize list	2,482,000
Maintenance of grounds	6.00
Use of grounds	252,068
Bills payable Imperial bank	2,000,000
Miscellaneous refunds	9.10
<b>Total</b>	<b>\$27,018.82</b>

### EXPENDITURE.

By printing and advertising.....	\$1,790.45
Bills payable Imperial brnk.....	3,500.00
Prizes	9,184.10
Miscellaneous	791.67
Interest and discount.....	91.55
Attractions	1,883.00
Salaries and management	8,915.91
Maintenance of grounds.....	862.31
Office expenses and maintenance..	578.19
Judges expenses	220.60
(Grounds and buildings	3,767.53
Cash balance in hand	983.48
<b>Total</b>	<b>\$27,018.82</b>

### ASSETS

To grounds and buildings.....	\$59,176.16
Printing and advertising outstand- ing	179.00
Privileges	207.85
Subscriptions	162.00
Calgary Agricultural society	245.75
Balance in Imperial bank.....	929.18
Balance in the secretary's hands...	54.80
<b>Total</b>	<b>\$62,603.74</b>

### LIABILITIES.

To city of Winnipeg.....	\$45,000.00
Amount paid on shares.....	1,061.00
Bills payable	2,000.00
Balance Winnipeg Industrial Exhi- bition association.....	14,542.74
<b>Total</b>	<b>\$62,603.74</b>

### Two Weak Points in Trade.

There are two weak points in the business methods of many insolvent traders. In fact, they were common to all whose failure was a legitimate one. They were poor collectors and carried over too much old stock.

If a firm be strong enough to have two members, one of them should devote his energies to the financial end, leaving the buying and selling to the other.

If there be but one, his first duty should be to look after his collections. Clerks can buy and sell goods, but they cannot be depended on to look after collections. Often a customer is lost by the merchant not insisting on prompt payment of accounts. He gets so far behind that he can never pay up. Knowing this he avoids the store where he owes so much, and goes to another. If the latter insists on cash or regular settlements, he gets it and retains the trade. The buyer can always go to his store without fear of being worried about an overdue account, or being told that he may have only a limited quantity of goods.

The Grocer saw a stock in an insolvent's a few days ago, that had been in his store for over sixteen years. The goods sold well at one time but are now practically worthless. The merchant did not figure that his loss was not the original cost of the goods, but it was that cost, plus compound interest for sixteen years, which would amount to more than double first cost. It is better to take a small first loss than to hold stock until it is unsalable. But unfortunately few merchants see it in this light.—Toronto Grocer.

### "A Good Many"

Railroads run from Minneapolis and St. Paul to Chicago, but there is a great difference in the service they offer the traveling public. It is only when dreamily smoking your good cigar in one of those great easy chairs in the Buffet Smoking Library Coach or snugly ensconced in one of those splendid Private Compartment Sleepers on the North-Western Limited that one really appreciates what luxurious travel is. It is then you are getting the best train service the Northwest has.—The Journal-Press, St. Cloud, Minn.

### Too Much Sugar.

Willet & Gray, of New York remark as follows in their last sugar circular: "The fact is there is too much sugar in the world for the good of anybody in the trade. Even the consumer receives little benefit from present prices, for the reason that his retail grocer has overloaded at higher prices, and will not come down. There are towns in New England, and probably elsewhere, where consumers are paying 6c. per pound for granulated sugar, and within thirty miles of the refiner's distributing market. There's a screw loose somewhere in the sugar business of this country. \* \* It has been expected that grinding on estates in Cuba would begin on the 15th, but our cable advices to-day report that harvesting is delayed. Other West India crops are reported favorable, but requiring rather more rain."

### Hardware Manufacturers Meeting.

The manufacturers concluded their meetings in Toronto on Wednesday night, just a week from the day of the opening session. All but the Horseshoe and Horsenail Associations concluded their business. These two associations adjourned to meet in Montreal, where, at the time of writing, they are in session.

The manufacturers present at the different meetings were: Crysus G. Birge and President Thurston of the Canada Screw Co., Hamilton; Mr. Doolittle, Rolling Mills, Hamilton; Mr. A. J. Somerville and Mr. George, Ontario Lead and Barb Wire Co., Toronto; Mr. Peleg Howland, Graham Nail Works, Toronto; Mr. Howard and Mr. Jack Safety Barb Wire Co., Toronto; Mr. Fairman and Mr. McCormack, Dominion Wire Co., Montreal; Mr. W. McMaster and Mr. Kinghorn, Montreal Rolling Mills Co., Montreal; Mr. McAgly Pillow-Hersey Manufacturing Co., Montreal; Mr. Peck and Mr. Irwin Peck-Benny Manufacturing Co., Montreal, Mr. Pender, of James Pender & Co., St. John, N. B.; Mr. Parmenter, Parmenter & Bullock, Gananoque; Mr. Georg, Gillis, Gananoque; Mr. Smail, Canada Horse Nail Co., Montreal.

The Western Wire Nail Co., of London, just organized, and which starts operations January 1, joined the different associations which the lines it is to manufacture entitle it to.

Bark wire has been reduced from 3½ to 3c per lb. delivered in lots of 500lbs.

Some changes were made in wire nails. Six inch nails were advanced from 11 to 12c.; one-inch by 16 gauge were reduced from 21 to 20c; 1½-inch by 16 gauge were reduced from 21 to 20c. The discounts remain as before, namely, 75, 10 and 5 per cent.

Slight reductions were made in flour barrel and coopers' nails, and in American upholsters' tacks.

Tinned carpet tacks in bulk will hereafter be on the tinned Swede list.

Galvanized roofing nails are removed from the list and will be sold at open prices.

None of the above changes go into effect until after the new year.

The Plain Wire Association decided to make no change just now, and it was intimated that none would be, at least until the season arrives, which will be about March next.

The makers of barrel churns failed to arrive at any understanding, and it is more than probable that prices will be open after Jan 1st next, when, "Good-bye profits," as one gentleman remarked.

Horseshoes will likely be put on the quantity basis. It was decided to leave nuts, bolts, rivets and screws unchanged.—Hardware Merchant.