

STOCKS IN MONTREAL.

MONTREAL, August 26th, 1891.

STOCKS.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average.
Montreal	229	226	64	230	228	228
Ontario				114	110	112
People's xd					97	100
Molson's				185	157	170
Toronto						
J. Cartier					151	146
Merchants	132	131	135	156	151	153
Commerce	132	131	489	156	151	153
Union						
Mon. Teleg.	106	105	168	107	105	106
Rich. & Ont.				60	59	60
Street Ry.	182	182	135	185	182	185
do. new stock ..				209	207	210
do. new stock ..						
C. Pacific	85	83	1200	85	84	83
C. P. land b'ds ..	109	109	\$1000			
N. W. Land				80	79	84
Bell Tele.	137	130	240	139	135	
Montreal 4%						

ELEMENTS OF DECAY IN BUSINESS.

The business of a merchant requires constant attention if it is to be made successful. Any one who permits his business to "run itself," as the phrase goes, makes a dangerous experiment. In our long business career, says the *Grocers' Criterion*, we have known of many traders who have permitted their business "to go to seed." They have not failed, but they have conducted their business in such a perfunctory and indifferent way that customers have dropped off, old goods accumulated upon their shelves, out of date and out of demand, and their entire premises have taken on an appearance of inactivity and decay. When a storekeeper's stock of energy begins to give out, it is time for him to sell out to a young and more active successor, or close out his business and permanently retire from trade; but we have known of many who have hung on year after year to a business, the profits of which did not pay running expenses. This is a poor policy for storekeepers to pursue. When a man feels he is getting old and cannot properly conduct his business, he had better put up his shutters and retire.

CHEAP RAILWAY FARES.

The new system of fares introduced by the railway managers in Austria and Hungary is said to be the cheapest in the world. The usual fare for third class passengers is about 6½ mills a mile—which would be \$6.50 for a 1000-mile trip. The commutation rates for local service are still lower. Workmen can travel to and from their places of work for two cents a trip up to six miles; for four cents, up to twelve miles; six cents, up to eighteen miles; eight, to twenty-four, and ten, to thirty miles. Yearly tickets good for thirty-mile trips are sold for \$17.40. Strange as it may seem, these rates have proved profitable to the railways, the traffic having increased so rapidly that the accommodation is taxed to the utmost. United States managers have been considering its introduction.

—An agent of the Canadian Provident Fraternity, a new institution, with headquarters in London, is in the city distributing circulars. This society undertakes to pay a member \$100 in six months, without work, but if he will secure three good members within four weeks after the date of his certificate, they will pay him the \$100 in three months. If he can only succeed in obtaining two good members within the four weeks they pay the \$100 in four months. It surely cannot be necessary for any person to require much advice as to joining a body like this Canadian Provident Fraternity. This society claims to be incorporated, and is working under the sanction of the Attorney-General of the Province. Perhaps the statement is true; if so, it cannot be long before the Government will revoke the charter.—*Guelph Herald*.

—The news from New York is that the "United States Umbrella Providing Company" has been incorporated. The scheme is this. The company will establish depots for lending umbrellas in every town of over 5,000

people. The umbrellas will be of a distinct pattern with the company's name blown in the handle. Any one who subscribes to the concern may go to any depot and borrow an umbrella. If he wants to, he may return it to any depot. The author of the idea (or the item) is a genius, and should be secured for the World's Fair.

—A grocer's warehouseman, landing on the pier at Douglas on his first visit to the Isle of Man, met his master, who said to him: "Hello, Tom; you've got here at last." "Ay, we've gotten here safe." "Well, what sort of a passage did you have?" "Oh, pretty well; th' missus were a bit sick loike." "Did you come by Barrow?" said the master. "Barrow be d—d," said Tom; "we've come by boat."

—Thousands of people when drying their faces after washing, wipe them downward, that is, from forehead to chin. This is a mistake, says the *Ladies' Home Journal*. Always use upward—from the chin to the forehead—and outward—towards the ear—motions. Never wipe any part of the face downward. But the journal does not tell us why.

—The Cœur d'Alene miners in the North-West have asked mine owners to pay all men working underground \$3.50 a day. All the owners have complied with the request except the owners of the Custer and the Granite. The refusal has caused a suspension of work at these mines, the men declining to withdraw their request.

Commercial.

MONTREAL MARKETS.

MONTREAL, August 26th, 1891.

ASHES.—There has been somewhat of a spurt in ashes the last two or three weeks, prices going up from \$4.25 to 4.50, and this week No. 1 pots have sold up to \$4.65, \$4.62½ having been refused the other day for a moderate lot. Seconds are quoted at \$3.90. It is the impression in well-informed quarters that this stiffness will likely continue to the end of navigation, as some parties have deferred purchasing till the end of the season, and the advance comes too late to stimulate late production. Stocks, too, are small, being only about 125 brls. of pots at date. Pearls dull and nominal at about \$6.25.

BOOTS AND SHOES.—The shoe factories seem all fairly busy, and expectations are general that there will be a good sorting trade done in foot wear, now that general good crops seem assured. Activity in September is hoped for, as none of the shoe manufacturers have any stock of consequence on hand, and as stated above, a good sorting business is probable.

CEMENTS, &c.—Stocks of cements are large, and sales comparatively small; a consigned lot of 3,000 brls. has however gone, and prices are a little steadier, though pretty easy yet; English can be bought at \$2.25 to 2.50, or even lower for a big lot of ordinary brand; White's is worth \$2.40 to 2.50; Belgium is quoted at \$2.20 to 2.35, but it is said a 1000-brl. lot sold the other day at something under \$2.00. Firebricks, \$17 to 18 for ordinary brands; Ramsay, \$20; Glenboig, \$24.

DRUGS AND CHEMICALS.—Business is beginning to look up again, and to recover from the usual mid-summer quietness. Bleaching powder is notably firmer, and we advance quotations a little. Opium has advanced in both the European and American markets, following the rise in Smyrna, the advance being equal to about 25c. a lb.; gum arabic a little easier; oil lemon still going up and we again advance prices. The camphor season is over, and prices are easier. We quote:—Sal soda, \$1.15 to 1.25; bicarb soda, \$2.50 to 2.60; soda ash, per 100 lbs., \$2.00; bichromate of potash, per 100 lbs., \$11.00 to 13.00; borax, refined, 8 to 10c., cream tartar crystals, 27 to 28c.; do. ground, 29 to 31c.; tartaric acid, crystal, 45 to 47c.; do. powder, 46 to 48c.; citric acid, 65 to 70c.; caustic soda, white, \$2.50 to 2.75; sugar of lead, 10 to 12c.; bleaching powder, \$2.50 to 2.75; alum, \$1.75 to 2.00; copperas, per 100 lbs., 90c. to \$1.00; flowers sulphur, per 100 lbs., \$2.75 to 3.00; roll sulphur, \$2.50 to 2.75; sulphate of copper, \$4.50 to 5.00; epsom salts, \$1.65 to 1.75; saltpetre, \$8.25 to 8.75; American quinine, 35 to 40c.; German quinine, 35 to 38c.; Howard's quinine, 40 to 45c.; opium, \$4.00 to 4.25; morphia, \$1.50 to 1.70; gum arabic,

sorts, 60 to 80c.; white, 90c. to 1.00; carboic acid, 35 to 50c.; iodide potassium, \$3.75 to 4.00 per lb.; iodine, re sublimed, \$4.75 to 5.00; commercial do., \$1.25 to 4.75; iodoform, \$5.75 to 6.25. Prices for essential oils are:—Oil lemon, \$2.75 to 3.75; oil bergamot, \$4.70 to 4.90; orange, \$4.00 to 4.50; oil peppermint, \$4.00 to 5.00; glycerine, 2) to 22c.; senna, 12 to 25c. for ordinary. English camphor, 65 to 70c.; American do., 65 to 70c.; insect powder, 30 to 35c.

DRY GOODS.—The trade as a whole feels very much encouraged by the generally good crop reports, and the resulting improvement to business. The depression and the bad debts of the last several years have not been without their benefits, inasmuch as it has begotten a general disposition towards prudence and carefulness in buying, and the general state of the country retail trade is now considered much more healthy. Travelling salesmen are still out on the road, and in a good many cases have been ordered to double their routes. City retail trade is very fair; some of the leading suburban dealers say they do not remember a July and August when business was so well kept up as this year. August is always a poor month for remittances; collections have been fair in butter and cheese sections, but there will be no very general improvement in payments until the grain crop begins to move.

GRAIN.—The stocks of grain in store at Port Arthur, on August 17th, were 194,585 bushels. During the week there has been received 13,000 bushels, and shipped 70,191 bushels, leaving in store, on the 24th instant, 137,394 bushels.

GROCERIES.—A very fair distribution can be noted for the time of year, likely to be followed by a good deal more activity when harvesting operations are completed. Values have been subject to very little recent revision. The "squeeze" in sugars is almost over, but the factories have no stocks on hand as yet, and efforts to place large orders for September at shaded figures have been declined; the situation in raws is a strong one. Granulated at the factory is still 4½c. per lb.; yellows have been shaded a sixteenth, this probably to meet the talked of importation of grocery raws, which, however, do not meet with much favor in this market. Of syrups there is no assortment available; lower grades are not to be had and in the higher qualities the supply is very light. Molasses unsettled, and single puncheons are being jobbed at 37½ to 38c., though the nominal price for lots is above these figures. An auction sale on wharf of 1,000 puncheons will be held this week. August is never a very active month for tea distribution, but business with jobbers has been good, and coming supplies of Japan are well sold up; values are very steady. There is nothing doing in dried fruits at the moment, and it is hard to determine at present the prices of coming new fruit. Rice \$3.70 at mill for ordinary A & B, but three leading French houses still find amusement in jobbing at \$3.50 or under. Tobacco unchanged; spices generally, seldom so low. Packers' general asking price for tomatoes in quantity 97½c. to \$1.02½. Corn \$1. Salmon is being jobbed at about \$1.40; lobsters \$7.50 to 9.50, according to brand and package.

LEATHER.—There is no excessive supply. So far as we can learn, among local leather dealers and among the tanners the production is much curtailed. There is a momentary lull in the export trade. It is said the shipments of sole have so far reached a million and a quarter sides; the Combination seem to feel satisfied with the price realized, and the local market has, of course, been steadied. Aside from large sales of Dongola leather, there is only a moderate movement. We quote:—Spanish sole, B.A., No 1, 21 to 23c.; do., No. 2, B.A., 16 to 17c.; No. 1, ordinary Spanish, 19 to

PROVISIONS.—There is not much doing in the dairy trade. Butter is jobbing quietly, with full figures readily paid for choicest stock, but there is little export business being done. Finest creamery is quoted at 19c. to 19½, finest Townships, 16c. to 17, finest western, 13½c. to 15. Cheese is in limited supply and the few transactions occurring are at unchanged figures. The cable is 46s. Finest Brockville quotes at 9½c. to 9½, finest eastern or States, 9½c. to 9½, fine 9c. to 9½, and medium, 8½ to 8½. Trade in hog products is only moderate, the feeling in pork being weaker if anything. Canadian short cut is quoted \$17.00 per bbl., western mess, \$15.25 to 15.75, city cured hams, 10½c. to 11½ per lb., bacon, 9c. to 10.