

How to Collect Bills.

"I think about all that can be said about collecting is that the easiest time to make a collection is the minute an account is due," observed an implement dealer to the St. Paul Trade Journal. "Perhaps if there was any better time to make collection it is when you sell the goods; but there is a way in which people sell goods sometimes that makes a man slow in paying. In other words, if a customer can be impressed with the idea that he is buying that is worth 100 cents on the dollar and really is mighty valuable, and that it ought to be paid for in cash very quick, it is a pretty good way to make collections. The average dealers are not careful enough about having a definite time stated, and impressing upon a customer that they are very anxious to have pay at that particular time; and a pretty good way to do is to say, 'Now I have got to make my payments at that time and shall expect my money.' That is to say, it is just as well for a customer to understand that the dealer cannot meet his obligation unless the customer meets them to him. It is not necessary to go out to abuse anybody. There are a great many people who make that mistake; they think that it is necessary to abuse a customer in order to get him to pay it. Now, the fact of it is, that the right way to make collections is to urge your own need. You need money, and get the man in sympathy with your own needs, and you will make collections. One of the best ways in the world to make collections is to get into sympathy with the man. If he says he is hard up you can tell him you are a great deal harder up; you can impress that upon him in such a way that he will make an effort to pay when he would not in any other way. And then, as I said before, impress upon the customer when the goods are sold that you expect the money at that time, because you have got to have it at that time. I believe that while there are other ways of collecting, at the same time, in a general way, that it is a pretty good way to get at it."

Hides, Wool, Furs, etc.

Jas. McMillan & Co., of Minneapolis, writes as follows:

Sheep Pelts—The receipts are large. The market is steady for medium and coarse woolled pelts and dull for fine woolled on the present low basis of prices, in sympathy with the market for sheared wool and pulled wool, which governs the prices of sheep pelts.

Hides—The receipts of salted hides are very light. Not many cattle are being killed in the country, because owing to the hard times there is a light consumption of meat. The market is dull for all kinds of salted hides, steady for calfskins, and quiet for dry hides, calf and kip. Tanners are not eager buyers. Until times are better and there is a larger consumption of leather, some predict there will not be any improvement from the present low depressed prices, particularly of salted hides. The weather is now getting warmer and hides will spoil and become hair-slipped if they are not cured promptly after being taken off.

Furs—The receipts have continued large, although from the surrounding states they are decreasing, except that of spring muskrat; but what keeps up the receipts are the winter-caught furs which are commencing to come in from the interior. We advise trappers not to continue trapping too late in the season, even for the water animals. Shedding furs can readily be told by holding them up and looking through them towards the light from the fur side. Where they are a very little damaged by being shedding, rubbed or faded, they will pass as No. 2's, but where badly damaged they grade No. 3 and 4. Spring mink are all pale or red in color, and shippers must not expect high prices for them, because for even the best mink there is not much demand. The bear that are

E. A. Small & Co.,

—MANUFACTURERS AND WHOLESALES OF—

Men's, Boys' and Children's Clothing.

Albert Buildings, Victoria Square, MONTREAL.

Represented by Mr. W. H. Leishman, Sample Room 32 McIntyre Block
Main Street, Winnipeg.

Stock Fair.

The Yorkton Agricultural Society will hold a stock Fair on their grounds on Wednesday, May 2, 1895, at which some (300) three hundred Stall Fed Steers, besides Milch Cows, Horses, &c., will be offered for sale. Buyers are requested to attend. Yours truly,

FRED. K. HERCHMER, Treas.

GROCERY STORE FOR SALE.

At Hargrave, Manitoba, on main line of C.P.R. No other store in the neighborhood. Post office in connection. Rare chance for man with small capital.

Address, R. J. HILL,

Hargrave Manitoba.

Fasten to this Fact.

The only train affording a full business day in Minneapolis and St. Paul and still reaching Chicago next morning in advance of all trains on other lines, is the **Atlantic and Southern Express** via **The North-Western Line**. It has Wagner Buffet Sleeper and **Free Reclining Chair Car**, and leaves Minneapolis, Daily except Sunday, **5.45 p.m.**; St. Paul **6.25 p.m.**; arriving Chicago **8.00 a.m.**

caught when they first come out of their dens in the spring before they commence to shed are all full-furred and are the best of any time of the year. We still think that furs will rule lower as the season advances, even for the best lots, and advise prompt shipments.

Seneca Root—When the seneca crop commences to move there is so much offered that the market always rules low, and there may be a slight decline in prices, particularly as times are so hard this year. We advise diggers early to be careful and wash the root clean and thoroughly dry it.

Wool—The receipts of wool are now light and it is too early for the new clip. In all our circulars we have repeatedly advised sheep owners to hold on to their sheep and not crowd them for sale when the market was glutted and increase the demoralization. Our advice has been good, because all the sheep that were fit to kill, and a good many that were not, were shipped in and since these have been taken out of the way, there has been a heavy advance in fat sheep and they are still bringing high prices. Those who have not let their sheep go on account of the depression we advise to hold on. If they have to take low prices for their wool this year, there certainly will be brighter times for the wool business later. The hard times have been particularly severe on sheep and wool.

MILL FOR SALE.

Sealed tenders for the purchase of the Roller Process Flouring Mill at Arden, Manitoba, will be received by the undersigned until noon on Tuesday, May 22nd, 1894.

The Municipality does not undertake to accept any tender.

The mill was erected in 1890 and is now running. Capacity, 125 barrels. Abundance of water, cheap fuel, in one of the best grain districts of the Province. Purchase to be subject to the conditions of a municipal by-law.

Particulars on application.

M. E. BOUGHTON,

Sec.-Treas. Lansdowne Municipality.

Arden, Man., April 17, 1894.

WANTED - - -

Energetic young man capable of taking charge of sample room and office in Winnipeg, with six hundred dollars. Large connection established in Manitoba and British Columbia. Salary or interest in business.

Room 311 Rossin House, Toronto.

General Store for Sale.

Splendid chance for a man with small capital to purchase one of the choicest stocks in the west. Good business stand and trade increasing.

Address, Box 56.

REGINA, N.W.T.

\$50 TO \$100, FIRST PAYMENT, WILL buy a good farm in the Winnipeg district. Balance very easy terms. Apply at the Commercial office, by letter or personally.

Tie to this Truth.

When you start out on a journey you will get **The Best Service. The Greatest Luxury. The Most Complete Comfort** if your ticket reads via **The North-Western Line**. For full information as to through rates and routes and for Sleeping Car Berths, call on your Home Agent, and for Map Folder **Free**, address **T. W.**

TEASDALE, G. P. A.,

C. St. P.M. & O. Ry., St. Paul