

TREAT ALL CUSTOMERS ALIKE.

It does not matter whether the customer asks for a pound of nails or an article of an hundred-fold the price when he enters the store; if he is first come let him be first served. If this is not done he can take umbrage at the slight shown, whereas those who entered the store after he did cannot possibly be justly offended because they are compelled to await their turn. Do not be deceived by appearances. The man clad in jeans may buy and pay for more than the one with a silk tile and garments of broadcloth. Never keep any customer waiting longer than is absolutely necessary, and no matter how badly rushed do not give curt replies to respectful inquiries. The successful salesman has a way of entertaining customers while waiting on them that makes them feel at home, and they will come again. The dealer should remember that he is in business to please the purchasing public, and to sell goods, not to impress upon all who enter his store that he owns the place and considers it a favor to show goods to would-be purchasers. It costs nothing to be courteous—on the contrary, it pays.—*Hardware Reporter.*

STOCKS IN MONTREAL.

MONTREAL, June 3rd, 1891.

STOCKS.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average.
Montreal	219½	217	182	218½	217	215
Ontario	114	114	114	114	114	114
People's	98	98	17	98	97	98
Molson's	156	156	28	157	155	154
Toronto	157	157	309	157	309	157
J. Cartier	145	144½	102	145½	144½	145
Merchants	126½	126½	270	127	125½	124½
Commerce	105	104½	205	104½	104	100
Union	58	58	58	58	58	58
Mon. Teleg.	193	193	194	193	194	193
Rich. & Ont.	193	193	194	193	194	193
Street Ry.	203	201	101	204	202	202½
do. new stock ..	190	190	25	195	188	188
Gas	77½	75½	2602	77½	77½	88
do. new stock ..	74	72½	280	74	71½	80
C. Pacific	104	104	24	104	104	95
do. land g. b'ds ..						
N. W. Land & d. ..						
Bell Telephone ..						
Montreal 4%						

—It is claimed that the oldest savings bank in the world is the Provident Institution for Savings in the Town of Boston, incorporated in December, 1816, and opened for business in January or February, 1817. It is, we believe, at present the leading savings bank in New England. The second was started in Philadelphia about a year later, and is still flourishing; the third in Salem, Mass., in 1818, and also still flourishing.

—A San Francisco paper of last week tells of some heavy opium smuggling into the States. It is stated that a cargo of 100,000 pounds of opium, brought from China on the yacht "Halcyon," has been smuggled into that country. The opium was transferred from the yacht to a small steamer, which, in turn, loaded the drug on a lumber schooner in Puget Sound. With the duty on opium at \$12 a pound, the opium ring made a profit of \$1,200,000 by the transaction.

—"Joe" Parent, of Belle River, "fished out" a drifting log in Lake St. Clair and pulled it into shallow water near his land. Theophile Lavoix took the log to his land. A law suit is the result. The case was up before Judge Horne, at Belle River, on Tuesday, and the action was dismissed. The log is worth \$1, and the lawyer's fees will amount to \$100.—*Windsor Record.*

—The New York *Bulletin* understands that the Canadian Pacific Railway has either leased or purchased outright the Bellingham Bay and British Columbia Railroad between Sumas, on the boundary line, and New Whatcom.

The carriage makers have tired of the Wheel Trust and have spoken loudly to the combining fellows. They must have wheels, but they don't want wheels within wheels.—*Milwaukee Wisconsin.*

It is not unlikely that prices will be advanced on rubber goods if the present strong prices of crude rubber continue to prevail.

Commercial.

MONTREAL MARKETS.

MONTREAL, June 3rd, 1891.

ASHES.—The demand is a quiet one, but about equal to the receipts. Values are if anything a shade easier, first quality pots being quoted at \$4.25 to 4.30; seconds about same as a week ago, namely, \$3.50. Pearls dull, and a nominal quotation is still \$6 50. There were in store on 30th ult., 131 brls. pots, 30 brls. pearls.

BOOTS AND SHOES.—Our shoe manufacturers still report a backwardness in fall orders from the country, and they are buyers of leather only in the smallest parcels. This indicates a languid condition of business, and the feeling is not very bright.

CEMENTS.—Figures remain about the same, \$2.50 to 2.70 being the range for English, and for Belgian, \$2.30 to 2.50. There is a fair supply on hand, but no excess. Firebricks, \$18 to 20 per M.; a 10,000 lot sold the other day at the former figure.

DRUGS AND CHEMICALS.—Business during May has been a very fair one, and at the moment a seasonable sorting movement prevails. Most lines of heavy chemicals rule very firm, but without notable change in quotations. Sulphate of copper, which has been very low, is recovering; carbolic acid is quotably easier, and we lower figures. Hellebore and insect powder in good demand, the former advancing. Cocaine firmer and likely to advance; manufacturers are asking higher rates for strychnine. We quote:—Sal soda, \$1.15 to 1.25; bicarb soda, \$2.50 to 2.60; soda ash, per 100 lbs., \$2.00; biochromate 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, 46 to 48c.; do. powder, 48 to 50c.; citric acid, 65 to 70c.; caustic soda, white, \$2.50 to 2.75; sugar of lead, 10 to 12c.; bleaching powder, \$2.25 to 2.40; 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, \$5.00 to 5.50; 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, 42 to 45c.; opium, \$4.00 to 4.50; morphia, \$1.65 to 1.90; gum arabic, sorts, 60 to 80c.; white, 90c. to 1.10; carbolic acid, 35 to 50c.; iodide potassium, \$3.75 to 4.00 per lb.; iodine, re-sublimed, \$4.75 to 5.00; commercial do., \$4.25 to 4.75; iodoform, \$5.75 to 6.25. Prices for essential oils are:—Oil lemon, \$2.50 to 3.00; oil bergamot, \$4.70 to 4.90; orange, \$3.00 to 3.50; oil peppermint, \$4.00 to 5.00; glycerine, 18 to 22c.; senna, 12 to 25c. for ordinary. English camphor, 70 to 75c.; American do., 65 to 70c.; insect powder, 30 to 35c.

DRY GOODS.—Sorting business with country dealers continues of a slow nature. With a continuance of warm weather, orders might be freer, but the temperature continues strangely fickle. City retail trade is very fair. Money comes in very slowly indeed, though some houses say that May collections have been slightly ahead of April. Buyers will be nearly all home from Europe by the end of this week, and have purchased with moderation. It is said that quite a number of British houses have shown a decided inclination to scan their Canadian credits more closely since the late heavy failures. Domestic textiles all show steadiness in price, and it is a noticeable and agreeable feature this year that no job lines are being offered by millmen, such as have had a disturbing effect on values heretofore.

FISH.—There is some little enquiry for salt fish, but prices are more or less nominal. We quote North Shore salmon, \$15; Labrador herring, \$4.50; dry cod, \$5; also boneless cod, 6½ to 7c., and boneless fish, 4 to 5c. per pound.

FURS.—Last advices from Europe contain reports of the great Leipzig fair, which affords, perhaps, the truest test of the European market for furs. The great London sales are strongly marked by a speculative element, but at the Leipzig the purchasing is altogether for consumptive purposes, the annual fair there attracting buyers from all over Europe. The

results, as advised, show a decline in most cases from the high prices reported at last March London sales. Skunk declined 12½ per cent.; red fox, 10 per cent.; muskrat sold about the same as in London; racoon sold 20 per cent. lower; wolf and marten, 5 per cent. lower; beaver, 15 per cent. lower; cross and silver fox, decidedly lower; mink, bear and lynx, same as in March; otter, 5 per cent. lower. The only advances were in fisher, grey fox and possum, which sold about 10 per cent. higher. There is nothing coming in at all in the way of raw furs, and any lots that might offer would have to submit to some material shading from quotations lately prevailing.

GROCERIES.—We have little new to note in this line. The momentarily expected death of Sir John Macdonald postpones [the consideration of the budget, which had been fixed for the 2nd inst., and, of course, prolongs the uncertainty regarding tariff matters, which is acting as a damper upon trade. Sugar remains in exactly the same position as last noted. Molasses continues to advance; latest advices from Barbadoes put the price there at 22c. per gal., which means over 40c. laid down here; there are no stocks in first hands here, and very little new crop has yet arrived. Japan teas keep very firm, and likely to continue so, in view of the fact that no new stock of medium grade can reach here for some months yet. Other lines show little change. New salmon will likely rule higher, as anything under \$1.90 is being refused for best brands on the Pacific coast.

HIDES.—Dealers continue to buy green hides from butchers at 6, 5 and 4c. per lb. for Nos. 1, 2 and 3 respectively, and the quotation for No. 1 is from 3 to 4c. to tanners.

LEATHER.—Business cannot be called active in any department, in fact, matters generally "in the swamp" are dull as ditch water. No large lots of leather have been shipped hence to Britain since last writing; some English buyers are here, but have not yet made any purchases apparently. Some heavy shipments of sole are reported from New York recently.

H. A. DRISCOLL & CO.
Commission and Manufacturers' Agents
DRY GOODS, CARPETS, ETC.
P. O. Box 179. WINNIPEG.
TEMPORARY COMMISSIONS UNDERTAKEN.

H. W. WILLIAMSON
ACCOUNTANT, AUDITOR, &c.
London and Canadian Chambers
103 BAY STREET
TELEPHONE 456 TORONTO

CENTRAL BANK OF CANADA
IN LIQUIDATION.

TENDERS for the purchase of the unrealized assets of the Central Bank will be received by the Master-in-Ordinary, Osgoode Hall, Toronto, up to
Wednesday, the 15th July, 1891.

The tenders may be for any particular asset or assets, or for the assets *en bloc*.

A schedule of the Unrealized Assets may be inspected during office hours in the office of the liquidators, 2 Church street, Toronto, where copies of the conditions of sale by tender may be obtained. Dated this 1st June, 1891.

HENRY LYE
W. H. HOWLAND } Liquidators.

TOWN OF PORT ARTHUR.

Electric Street Railway Debentures.

Sealed tenders will be received by the undersigned up to 12 o'clock noon of Monday, the 15th day of June, 1891, for the purchase of \$75,000 of Debentures of the Town of Port Arthur for the building, equipping and operating of an Electric Street Railway. The Debentures mature in 30 years, and bear interest at the rate of four per cent. per annum, payable half yearly. All tenders must be marked "Tender for Debentures."

W. H. LANGWORTHY,
Town Clerk.
Corporation Offices,
Port Arthur, April 28th, 1891.