

STOCKS IN MONTREAL.

MONTREAL, June 30th, 1897.

Stocks.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average price 1896.
Montreal	233½	233	35	.....	930	218½
Ontario .....	.....	.....	.....	83	81	56½
Molson's .....	.....	.....	.....	200	190	.....
Toronto	223½	223	52	229	228	234
Merchants'	175½	175½	186	175	170	169
Commerce	225	124	88	124½	124	122½
Union .....	.....	.....	.....	100	100	100
M. Teleg.	168	168	20	.....	166½	163½
do.	167	167	16	170	92	90½
Rich. & Ont.	91	91	25	.....	92	90½
St. Ry.	216½	214½	1404	215½	215	207
Do., new stock.	300½	203	63	210	208	.....
Gas	182½	182½	341	189	184	181
C. Pacific Ry.	64½	62½	1525	64½	64½	59½
Land gr't bonds ..	166	166	5	170 xd	164 xd	162 xd
Bell Tele. ....	.....	.....	.....	.....	.....	.....
Mont. 4% stock ..	.....	.....	.....	.....	.....	.....

BUY RIGHTLY.

The clothing business now requires more careful attention to buying in order to win success than it did ten or even five years ago. There are several reasons for this, says the *Reporter*, one of which is the large and continued growth of firms who make clothing to order at low prices—almost as low as prices charged for ready-made clothing. These firms have agents who travel through all parts of the country, and they also send their sample books and measurement blanks to even the smallest towns. However, a bright and progressive merchant can overcome this phase of competition by the right kind of management. He can do it in two ways; first, by careful buying of his ready-made line, insuring that every suit which he places in stock will be good value and give his customers entire satisfaction for the price paid, whether it be only \$5 for the cheapest kind of suit, or \$25 for one of those which the manufacturer claims to be "equal to custom made." Careful buying is more important than many of the best retailers realize, for the clamor for low prices has affected the clothing business quite as much as any other branch of trade, and some unscrupulous manufacturers in crowding down prices have also crowded down qualities in a way that makes their product dear at any price. A careful retailer who wishes to build up a lasting business and hold the confidence of his customers will avoid clothing of this kind as he would avoid the plague. It is possible to build up a paying clothing business, even in the face of apparently the most adverse circumstances.

A man who has bought a suit at your store and has been persuaded to pay a little more than he expected in order that you might give him good value, will have more confidence in you in the long run and be more apt to return to your store a second time. It may be necessary in connection with your clothing business to have the sample books of concerns who make clothing to measure at low prices. You can then give your customer the choice of buying a suit in that way and waiting for it to be made up, taking the risk of fit, or give him the opportunity to select from your stock, supplying his needs at once and making sure by trying on that he is getting just the fit, just the material, and just the cut that he desires. This will be much easier than trying to convince him that it is poor policy to order clothing made away from home, for in giving him a chance to choose you lead him to think that it is immaterial to you which plan he pursues, and that in suggesting that he make a selection from stock you do so for his benefit and not your own.

MINERALS IN THE UNITED STATES.

Some particulars of the mineral industry of the United States are given in the statistics furnished by the *Engineering and Mining Journal* of New York, showing the production of minerals in the U.S. in 1896. The total value of the mineral yield reached a sum of 751½ million dollars, as compared with 733 million dollars in 1895. Of the total for the latest year, 495½ million dollars was the value of the non-metallic products, while 256 million dollars was that of the metals. Activity in the older mining regions of California and

other States, and the increased production of Cripple Creek and of some minor districts in Colorado, with improvements in several other States and in the territory of Alaska, carried the gold production up to 58,660,727 dollars, showing an increase of 11,830,527 dollars over 1895. The gain was not the result of new discoveries, which were few in number and generally of slight importance; it came rather from an extensive and better working of old mines, and from increased skill and care in treating the ores. The production of silver showed a large increase over the previous year, the total refined or obtained from American ores having been 56,222,322 fine ounces, or 9,891,087 ounces, or 17 per cent. more than in 1895. In addition to this product there was obtained by smelters and refiners from foreign ores and bullion—chiefly from Mexico and British Columbia—33,053,555 ounces, making the total quantity of silver put into marketable form 89,275,877 ounces.

He was a young and briefless attorney, who had been genteelly starving to death in a Chicago skyscraper for several years. The other afternoon a stranger wandered into the office, evidently by mistake. He held a slip of paper in his hand and said that he was "looking for a lawyer by the name of —." "Ah, yes, certainly, sir—sit down," said the excited young attorney. "Well, you see, it's this way, mister," began the caller. "I've been sued by a feller out in Cicero. Between you and me, I hain't got any case at all; but I've got enough money to make a fight, and I'm going to do it." "My dear sir," said the lawyer, grasping the visitor by both hands. "don't say another word. You have the best case I have ever seen."

A JAPANESE MOVE?

The Japanese Government has taken, says the *Victoria Times* a step which may lead to the headquarters of many of the Victoria sealing schooners being moved from Victoria to one of the Japanese ports, and to their flags being changed from the British to the Japanese. All this, if a statement contained in a private letter received from Hakodate, now in the possession of Collector Milne, is borne out by the facts. According to this letter the Japanese Government, who have apparently in recent years taken little notice of the sealing industry, have had a bill passed through the Diet to subsidize the sealers. In view of the fact that the gentleman who wrote the letter is well posted in sealing matters, and the Japanese Diet have since the war with China done a lot of subsidizing to build up their shipping interests, it would seem highly probable that such a bill has been passed.

The writer of the letter states that the bill, which is to come into force immediately, provides for a subsidy for Japanese steamers engaged in sealing of five yen per ton per annum for every registered ton, and for other Japanese sealing vessels five yen per ton per annum up to 200 tons, and in addition ten yen per annum for each member of the crew over sixteen years of age. Collector Milne has written Consul Nosse, at Vancouver, for information regarding the bill, the presumption being that if such a measure was passed he would be informed of it. The sealers have also written to Japan for confirmation of the report, and until they have something official regarding the bill prefer not to discuss it.

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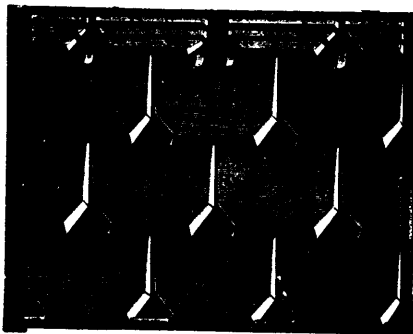
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