

## Business East.

## ONTARIO.

M. C. Carey, grocer, Sarnia, has assigned.  
 Wm. Bangarth, confectioner, Hamilton, is dead.  
 Robt. Leeder, builder, Toronto, assigned in trust.  
 John Forin, builder, Belleville; lumber yard burned.  
 J. W. Foster, photographer, St. Thomas, has assigned.  
 Thos. Kerr, marble works, Aitou, has assigned in trust.  
 Mrs. G. Lee, milliner, Lindsay, has assigned in trust.  
 Thos. Ramsay, carpenter, Brantford, was burned out.  
 E. Schmidlin, Machinist, Brantford, was burned out.  
 Moses Jacobs, general storekeeper, Lancaster, has assigned.  
 J. Oliver & Son, dealers in furniture, Ottawa, factory burned.  
 Alex. Galaugher, jeweller, Sunbridge; advertises selling off.  
 Cable & Caswell, dealers in tinware, Eden, have dissolved.  
 G. Stubbs, wagon manufacturer, Brantford, was burned out.  
 J. J. Henderson, contractor, Lucknow, has assigned in trust.  
 J. C. Arnold, hotelkeeper, Waubashene, is moving to Coldwater.  
 Alex. McDonald, dealer in hats and caps, London, has sold out.  
 Colin McKea, dealer in boots and shoes, Hamilton, has sold out.  
 Cameron & Co., lumber dealers, Rat Portage; style now Cameron & Kennedy.  
 Mrs. W. H. McArthur, grocer, Collington, is offering to compromise at 20c in the \$.  
 T. R. Garrett, general storekeeper, Wooler, is offering to compromise at 60c in the \$.  
 Kelsey & Armstrong, printers, Bark's Falls, have dissolved; W. A. Kelsey continues.

## QUEBEC.

Jos. Simou, trader, Montreal, has assigned.  
 Dennis & Lavin, painters, Montreal, have dissolved.  
 Bloom & Marcus, dry goods dealers, Montreal, have dissolved.  
 G. N. Brown, general storekeeper, Victoriaville, has assigned.  
 G. Auguste Martel, saloonkeeper, Montreal, has assigned in trust.  
 Morris & Griffin, sail makers, Montreal, have dissolved; G. W. Merr continues.  
 Reuther Bros., manufacturing agents, Montreal, stock damaged by fire and water.

## Manager Hague's Address.

The speech of Mr. Hague, manager of the Merchants' Bank, at the late annual meeting of that institution, was prolific of sound advice to business men in all ranks and conditions of life. We have space for only the following excerpts: The banker will often consult his customers' interest by judiciously limiting the amount of his discounts. Long and bitter experience

both of bankers and merchants has proved that the banker who lends a customer too freely is the merchant's greatest enemy. The amount to be loaned by a banker varies of course with the capital and position of the borrower. Ten thousand dollars may be an unreasonable amount for one man to borrow, whilst \$100,000 may be a small amount for another. But every business has its limit, and it is only a certain amount of interest that any business can profitably pay. When a business borrows too heavily the interest eats away in time the customer's capital. Besides, when money can be borrowed too easily, credit is given too freely in return. A foundation for loss to the customer is thus laid which in time will result in loss to the bank.

Commenting on the fact that some men make steady progress with their business even during times of depression, Mr. Hague said:

Such persons conduct their business with prudence and economy. And they are economical also in their personal expenditure. In fact economy in personal expenditure is the key to the whole position in a majority of cases. Such persons can easily tide over a few years of bad times by being more economical than usual, but when the profits of a fluctuating business are spent in a free-handed style and a habit of high expenditure becomes fixed, a year or two of poor business is sufficient to bring about ruin. Nothing can be more unwise than for a high and liberal scale of expenditure to be indulged in by a person of small capital and uncertain position. When a large capital has been accumulated and a position of solid stability acquired, a corresponding expenditure is reasonable and commendable.

Mr. Hague further said: The habit of looking to the future and basing commercial ventures upon it is a bad one. It has deceived many to their ruin and will do so again. Forecasts of the future in nine cases out of ten, are falsified by the event. Whether it is the condition of the coming harvest, or the future of grain or cotton, or the supposed exigencies of foreign markets, the man who ventures upon commercial operations on such forecasts in a majority of cases will be disappointed, no matter how shrewd the forecast may seem. \* \* \* In this connection I must again warn all men of business to beware of speculation on margin either in Chicago or New York. This is the most dangerous of all. Chicago is a particularly attractive place for ventures of this sort. The attraction, however, is that of the gas jet for the moth. Every year numbers of traders fall to the ground, stripped of everything, many of them Canadians, who have been enticed by specious circulars from Chicago. If men knew the inner history of these circulars they would understand them to read, "Come walk into my parlor, said the spider to the fly."

## The Fruits of Canada.

The fruit exhibits are for the most part grouped round the agricultural trophy in the eastern transept of the central gallery, and will be found to comprise some 1000 jars. Among them will be seen substantial apples of every variety from the eastern Provinces, the

insidious outdoor grapes of Quebec and Ontario laughing to scorn the sceptical Britisher whose chief knowledge of Canada seems to relate to the snow-shoe and ice-palace, the many-tinted peaches, plums, and quinces, as well as plump cherries, gooseberries, cranberries, and endless other small fruits, cultivated and wild, representing almost every section of the Dominion of Canada, from Prince Edward Island in the east to distant Vancouver Island on the Pacific. Shown in museum jars, each labelled with the name of the grower and locality of growth, and preserved either in hydrate of chlorate, boroglycerine, or sulphurous acid - for all three solutions have proved most useful—the exhibit would be a revelation to most Canadian eyes, even though acquainted with the exhaustive collections shown at Boston in 1873, and at Philadelphia in 1876. Still more must it attract attention among the many thousand visitors to the present Exhibition, unversed as the vast majority of them are in the productiveness of the Dominion in this respect. "What, do you mean to say that all these fruits come from Canada, that ice-bound country?" asked one visitor last week; and his exclamation expresses the very general feeling of surprise that must be aroused by so admirable a display.—*Canadian Gazette at the Colonial Exhibition.*

## How to Keep Store.

Good common sense is the first requisite. A person who has that can learn to do almost anything, and do it well. Storekeeping is an art partly acquired, partly natural. Some men are natural born merchants.

To be a successful merchant it is not necessary to be a born genius. There are other qualities more important. The first question to ask is, "Have I experience?" It would be almost as foolish in this age to attempt storekeeping without a knowledge of the business as it would be to attempt to build a house without a knowledge of the use of tools, and of architecture.

The best commercial school in existence is a general country store. The elementary branches of business are taught in it. The young beginner learns to know himself an important lesson; learns to acquire confidence in himself; learns improvement in manners, in conversation, and also learns to study human nature.

The clerk who graduates with honor from the country store is well equipped for the large markets of trade in any part of the world. He is possessed of a practical knowledge that can be turned to good account in any department in business. His diploma is common sense, fortified by experience as to the elementary principles of trade and barter.

As a rule, the most successful merchants began as clerks, and worked their way up from a boy to the head of the firm. This is in accordance with the natural order of things. Few men have made a success of merchandise who previously were engaged in some other pursuit.

The best way to keep store is to know how to do it from the standpoint of practical experience, beginning young in life.—*Dry Goods Chronicle.*