

31st March, 1899.

[In thousands.]

Description.	Banks in Quebec.	Banks in Ontario.	Banks in other Prov's.	Total.
Capital paid up	36,057	17,561	9,735	63,352
Circulation	18,219	13,570	6,620	38,409
Deposits	118,436	101,570	36,816	257,123
Loans, Discounts and Investments.....	134,033	106,450	42,400	282,833
Cash, Foreign Balances (Net), and Call Loans	47,516	33,626	14,073	95,215
Legals	7,453	5,364	3,166	15,983
Specie	3,165	3,096	1,985	9,246
Call Loans	8,578	15,635	3,943	28,156
Investments	10,262	21,918	4,900	37,080

Government Savings Banks \$49,185,000

Montreal City and District Savings

Bank 10,569,000

La Caisse d'Economie, Quebec..... 5,774,000

Loan Companies, 1898..... 20,000,000

Bank Deposits \$ 85,528,000

..... 257,123,000

Total deposits of all kinds \$342,651,000

GOVERNMENT CIRCULATION.

Small..... \$ 8,608,028

Large 14,325,050

\$22,933,078

Gold held, \$11,768,191 = 51.31 per cent.

SPRING HINTS TO RETAILERS.

In these days of modernness, where every week if not every day brings something novel from the factory, the retail storekeepers should look after the appearance of his shop. Change does wonders, and we do not always consider how much some people like change. A customer gets tired of seeing the same goods in the same place in a store; tired of seeing the same fly-blown placards about "Meazel's Anatomical Corsets," or "Wilford's Antarctic Mustard;" tired of dirty cards which say "Patronize our Merchandise," or perhaps "Home Industries for Ever." These last may remind a youngster unpleasantly of the mottoes seen on the walls of his own home "Love One Another" and "God Bless our Home," that home where family wrangles are constant and the name of the Heavenly Father is used otherwise than as meant on the card. Besides, so great is the output of late by manufacturers of prettily illuminated advertising cards that a man may easily get one for every day in the week, and he should change them round. Likewise he should change his goods round. Customers like change of arrangement, and if it be followed they will take a fresh interest in the store and the goods every time they came in. But it will be of little use for him to try and please by altering the placing of his goods if his shop's ceiling is dingy with cobwebs and its shelves filthy with dust. The windows must be clean and the showcases clear if goods are to be shown to advantage. And the floor should not only be swept, but the mud or dust cleared out of the corners, cigar stubs and matches removed and the mouldings of the counters dusted.

Paint is a thing that many storekeepers, especially in the country, neglect. They think it expensive and unnecessary, and their dwellings are often as bare of it as their stores. Perhaps they do not know of the preservative power of paint. But someone ought to tell them how much better a shop looks, inside or out, painted a good color than having its clapboards and frames left to become weather-beaten and to change through all the shades of yellow and smoky brown until in time they become a lifeless gray—the color of ashes. Whitewash is a good thing, too; it makes a wonderful improvement in a shop to whitewash its ceiling, even. And now is the time to get both painting and whitewashing done, the spring of the year, when Nature is putting on a new dress. If any storekeeper is dubious about the use of such things we can assure him

that the big department stores in the cities find them of use and know their pleasing influence on customers. And hence they paint their premises up often, and make good use of the broom and the duster, and of chamois leather for glass. They change their goods, too, and their placards, for they have learned that all these things attract the buyer.

IRON PRODUCTION IN CANADA.

Among the ups and downs of industry, we find the Burrill-Johnson Iron Works, at Yarmouth, N.S., coming to a stand, just at the time when Mr. Henry M. Whitney, a Boston organizer of great force, is starting his iron and steel works in Cape Breton, under what appear to be favorable conditions. The ore to be used is not found on the spot, but can, Mr. Whitney says, in a letter to the Provincial Secretary, "be easily brought to Cape Breton," where, he adds, "limestone abounds, making the conditions for the manufacture of iron and steel most favorable." Where the ore is got he does not say, but calls it foreign. Presumably it is to be brought from Newfoundland; anyway, "access by sea facilitates the importation of the ore;" besides which, he adds, "there is found in connection with our mines all the conditions for a successful industry, viz., "raw materials close at hand and water transportation to the markets of the world."

Mr. Whitney asked from the Nova Scotia Government a remission of the royalty on the coal the manufacture will use; he did not get quite this, but he got a remission of half the royalty, which is 12½ cents per ton, for a period of eight years. The Provincial Government acted wisely in limiting the time during which a rebate of half the royalty will be made. The great thing, in all such cases, is to prevent the privilege granted becoming perpetual.

The chances of success for this enterprise are, we should suppose, good. It is possible for Ontario to compete with iron produced under these conditions? There are places in this province where iron ore and limestone for flux are found near together, and when this happens, the natural conditions would seem to approach to those of Cape Breton. Still, the means of communication would be more costly. We hear of projected iron works in or near Toronto, where none of the ingredients necessary for the manufacture are found on the spot. The limestone is not far away, but railways have a trick of sometimes charging nearly as much for a short as for a long haul. Coal and ore would both require long hauls. So far as to the natural conditions. The artificial conditions are that Ontario adds to the Dominion bounty of \$8 per ton of iron, \$2, against the 7 cents—rather less—that Nova Scotia gives in the partial remission, for a term, of the royalty on coal. How would the difference in the cost of coal and ore compare with the extra bounty? And where, under the respective conditions, is the iron most likely to be made?

WOOL PROSPECTS.

Although it is yet early in the season, some interest is being shown in the future of the fleece wool market. The past year has been in this department in every way unsatisfactory. Dealers have been working on a declining market and have made little money on the clip of 1898. It is estimated that there yet remains from 750,000 to a million pounds of 1898 combing wool in Canada, and about one-third or half this quantity is in Toronto warehouses. Of the remainder of the clip, about 200,000 pounds is held in Hamilton and the rest is in the hands of the woolen