

TORONTO TRADE FIGURES.

As summarized from the Board of Trade return, the importations for this city for the past month show in favour of July, 1888, by \$161,402. There is a slight decrease in dry goods, \$587,529 as compared with \$621,177, while imports of iron and steel goods are heavier by \$153,000. The appended comparison indicates the important increase or decreases:—

	July, '88.	July, '87.
Cotton goods	\$ 83,016	\$ 74,104
Fancy goods.....	57,890	58,748
Hats and bonnets.....	9,562	12,361
Silk goods.....	99,097	98,938
Woollen goods.....	337,964	377,026
Total dry goods	\$587,529	\$621,177
Books and pamphlets.....	\$ 30,634	\$ 29,863
Coal, bituminous.....	40,469	20,145
“ anthracite.....		
Drugs and medicines	21,341	21,416
Earthenware and china.....	22,938	15,496
Fruits, dried and canned....	13,454	24,769
Glass and glassware.....	32,632	39,110
Iron and steel goods.....	234,809	81,768
Jewellery and watches.....	42,787	30,665
Lead manufactures.....	10,839	4,675
Leather goods.....	22,582	40,774
Musical instruments	12,829	14,728
Paints and colors.....	10,836	7,345
Paper goods.....	29,000	19,816
Provisions.....	16,598	5,317
Wood goods	15,586	24,285

The falling off in imports is about \$45,000, which is seen to be principally in animals. The following table is made up of goods the produce of Canada only:—

	July, '88.	July, '87.
Produce of the mine.....	\$ 100	\$
The fisheries.....		
The forest.....	21,614	15,858
Animals	49,352	96,760
The field	1,880	3,917
Manufactures	20,190	21,799
	\$93,336	\$138,334

—Judging from the remarks passed by members at the annual meeting of the Woodstock Board of Trade held last week, that organization lacks some of the elements which are necessary to its success. For want of a quorum, no regularly constituted meeting has been held since August last. One member announced his withdrawal on account of its inactivity, another was not inclined to be a member of a dead institution, and a third regretted the apathy displayed. It is not pleasant to contrast this spirit of indifference with the energy and push displayed by similar boards in smaller places than Woodstock, and it is to be hoped that the newly elected members will make an effort to prove the usefulness of such a body to their thriving town. The following are the officers for the ensuing year: President, Mayor White; vice-president, R. Whitelaw; sec-treas. J. Craig. Council—Messrs. J. Sutherland, M.P., R. Thomson, W. Grey, H. Dickenson, D. W. Karn, A. McBean, D. C. Richmond, A. McIntosh, J. M. Grant, J. J. Hall, H. Clarkson, and J. Cameron. Board of Arbitrators—Messrs. J. D. Hood, T. H. Parker, J. Hay, jr., Dr. H. M. Mackay, E. W. Nesbitt, A. Pattullo, S. B. Fuller, J. White, G. Calbeck, R. W. Knight, W. Grey, and R. W. Sawtell.

—Writing of the business situation in the States, the N. Y. *Bulletin* says that it is not without a number of very favorable features, and indications point to a fall trade free from any particularly adverse influences. Some prominent iron manufacturers have orders on hand sufficient to keep them employed for months to come, and in this industry, which has been cited as a justification for the most

unfavorable statements and predictions, there have been other encouraging developments. Uncertainty as to the crop situation is now removed, and the benefits from the most hopeful predictions will be far-reaching. The *Bulletin* finds that a comparison with last year, as to the general volume of mercantile transactions, is not unfavorable, and while profits are not large, owing to the prevalence of low prices, trade is liberal in extent and stocks are generally small. Competition is said to be active and preparations are being generally made on an expanding scale for fall business. Trade in groceries is improving slowly but surely, while the previous favorable indications as to dry goods have been strengthened.

—It was resolved by those present at the meeting of oatmeal millers, held in this city last week, to disband the association at the end of the present month. The maintenance of a combine was found to be impracticable. Mills with a capacity of one hundred barrels per day are only allotted fifteen, and the expense of keeping them open and no work to do is so large that even with a fixed price nothing has been made. One-half of the mills are anxious to go out of the business. Many of the members expressed themselves as anxious to have the United States markets thrown open, where a large business could be done with Canadian oatmeal. The prospect of making oatmeal for export to Britain is not bright; the only future for many of the mills is for the owners to go into some other line of manufacturing. Until the 31st inst. the present price will rule.

—During July there were exported from Hamilton to the United States goods to the value of \$23,737. The principal items were:

Cotton waste	\$ 649.99
Horses	2,962.00
Household goods.....	4,340.60
Lumber	665.25
Sewing machines.....	1,065.97
Sheep	490.00
Skins.....	5,866.00
Miscellaneous.....	7,389.87

—The Canadian Pacific Railway is extending its telegraph system through New Brunswick and Nova Scotia, in which provinces it will become an active competitor with the Western Union. The latter company is fighting the C.P.R. in the courts, but the posts are going up and the wires being strung notwithstanding.

Correspondence.

THE OTHER SIDE OF THE PICTURE.

Editor MONETARY TIMES:—

SIR,—You occasionally print paragraphs showing up the moral weakness, want of manners, &c., of country merchants, and the letter quoted in your last issue is certainly the production of a fool.

Suppose now you hold up the other side of the picture. I am told by a manufacturer who buys, as well as sells, goods that the following is a specimen brick of the reception he sometimes gets at wholesale houses:

Manufacturer—"Is the Canadian buyer in?"

Wholesale man—"What have you got?"

Manufacturer exhibits his samples.

Wholesale man—"Price?"

Manufacturer names bottom figures.

Wholesale man—"No use for them," and turning on his heel marches into his office without a word, leaving the discomfited manufacturer to gather up his samples and find his way out as best he may.

How different is the reception this gentleman gets when he wishes to buy! All is handshaking and politeness, and he feels as if

he would like to go on buying goods all day just for the pleasure he is giving the wholesale man and his assistants.

The rural merchant who would not sign a note or accept a draft for goods delivered to him is guilty of something akin to thieving, but he at least can plead the example of merchants doing business in a larger way.

The manufacturer referred to gives this as his experience in this line. He sold some goods to a well-known wholesale firm on the usual long-winded terms of four months from (say) 1st April, goods to be delivered in January. The goods were made and delivered according to contract, and at the end of the month the manufacturer, wishing to have something to show for them, asked for a settlement. This the wholesale firm declined to make, and flatly refused to sign a note, accept a draft, or take the discount and pay cash, claiming that they were in no wise bound to do one or the other until 1st April. They adhered to their position in spite of the manufacturer's protest. This may be called an enforced loan, or by some milder name, but in its essence it is robbery.

A favorite trick with some wholesale houses is to contract for goods at a certain price, and then, when delivery time comes, claim a rebate of so much per yard, on the ground that the price of similar goods had fallen since the order was given. The manufacturer knows if he refuses the claim he need not look to that firm again for an order, and also runs the risk of having his goods objected to on the most frivolous grounds. He probably concedes part, or all, of what is asked, and thus deprives himself of a large part, or the whole, of his profit on the goods. There are some wholesale firms who are honorable in all their dealings, and with whom it is a pleasure to do business, but there are others whose methods are as much open to question as those of any backwoods storekeeper. Yours, X.

August 8th, '88.

CUSTOMS AND EXCISE RETURNS.

City.	July '88	July '87	Inc. or Dec.
Montreal customs.	\$980,805	\$847,428	82,876 I
do. excise ..	156,738	87,276	69,461 I
Toronto customs.	354,633	349,100	5,533 I
do. excise ..	89,082	66,553	22,529 I
Halifax customs.	201,829	188,851	62,978 I
do. excise ..	22,616	14,087	8,529 I
St. John customs.	61,381	51,043	10,338 I
do. excise ..	225,281	10,267	12,262 I
Hamilton customs.	63,795	48,999	14,795 I
do. excise ..	36,252	25,871	10,381 I
Winnipeg customs.	42,085	33,681	8,404 I
do. excise ..			
Ottawa customs.	24,470	20,595	3,875 I
do. excise ..	22,532	6,532	16,000 I
London customs.	50,464	47,466	2,998 I
do. excise ..			
Quebec customs ..	73,523	52,666	16,857 I
do. excise ..	39,210	26,128	13,082 I
Kingston customs.	14,695	13,609	1,086 I
do. excise ..	8,576	5,361	3,215 I
Belleville customs.	3,398	2,071	1,327 I
do. excise ..			
St. Catharines cust.	4,085	3,492	593 I
do. excise ..	3,906	1,832	2,074 I
Brantford customs.	5,513	4,466	1,047 I
do. excise ..	5,391		
Guelph customs.	4,535	2,842	1,693 I
do. excise ..	20,302	11,463	8,839 I
Stratford customs.	3,708	3,204	504 I
do. excise ..	5,032	3,805	1,227 I
St. Thomas.....	4,659		
do. excise ..	1,476		
Victoria customs.	71,092	54,693	16,398 I

Commercial.

MONTREAL MARKETS.

MONTREAL, Aug. 8th, 1888.

Wholesale trade partakes still pretty much of a midsummer character, but the prevailing feeling seems to indicate rather more confidence in the future than earlier in the season, when reports of general drouth and short crops in the West were so general, and in a few lines, such as groceries, and shoes and leather, the movement may probably be called more active. Throughout this section, and