

ARGYLE AVENUE—Three choice building lots; well situated on this popular avenue, commanding a magnificent view; owner has left the country and will sell them at a bargain, to a prompt buyer. (134-B).

ARGYLE AVENUE—Three very desirable building lots, each fifty feet front, on the best part of the avenue. (51-B).

ARLINGTON AVENUE—Handsome 2-storey stone front house, with 2-storey extension, cellar basement containing laundry, w.c., Daisy furnace, has four rooms on ground floor, five bedrooms and bath on 1st floor; finished throughout in white wood; fitted with electric fixtures, gas, grates and mantels. Price, \$7,500. (288-B).

BELLEVUE AVENUE—A substantial stone front house. One of the most delightful situations in Westmount, fine view or surrounding country. House fitted with every modern convenience, hot water furnace, &c. Plans and permit to view at our office. (346-B).

COTE ST. ANTOINE ROAD—A magnificently situated building lot, 100 ft. front by 135 ft. deep on Metcalf Avenue; also a lot adjoining above 45 1-2 ft. x about 125 ft. deep (349-B).

COTE ST. ANTOINE ROAD—Semi-detached brick cottage with stone trimmings; on lot about 30 x 140 feet. This cottage contains nine rooms (six bedrooms), heated by "Daisy" furnace; extension kitchen; wired for electric light and pipe for gas; transoms above all chamber doors, and all modern conveniences. The owner desires every intending purchaser to thoroughly inspect this well built house. Price, \$9,500. (15-C).

COTE ST. ANTOINE ROAD, MOUNTAIN AND CLARKE AVENUES—A magnificent block of land, fronting on above streets, containing an area of over 136,000 feet. There is no better block of high class residential lots than these in Westmount. We offer this en bloc at a figure which should tempt speculators. (3-C).

CAMPBELL STREET—Two very desirable lots each 63 ft. by 175 ft.; fine situation. (109-B).

CLARKE AVENUE—A solid brick house, on stone foundation, 40 feet square, with extension; grounds 97 ft x 139 ft.; nice lawn, apple trees, &c.; good stable and coach house. House is nicely laid out, has large drawing room full depth of house, library, dining room, kitchen, and pantries, on ground floor. Price very reasonable. (900-3).

COLUMBIA AVENUE—A very handsome, well built tenement, containing two dwellings, heated by hot water furnaces, in perfect order, first-class plumbing, well rented for \$526 per annum. Price, \$7,000. (900E-3).

COTE ST. ANTOINE ROAD, corner of Victoria Avenue—A fine block of land, having a frontage of 135 ft. on Cote St. Antoine Road, and about 250 feet on Victoria Avenue. This is one of the finest villa residence lots in the Cote; it commands magnificent views which cannot be interfered with. (286-2).

a bow, a smile, and an obliging expression will go a long way toward peopling his store with customers. Pleasant habits are as easily acquired as unpleasant ones, and the results to be obtained from their use are so prolific in personal benefits that no excuse can be allowed for the churl who feels that all the world owes him and he owes nothing. The world owes us all that we can get out of it by honest and tactful means.

KEEP ACCOUNTS COLLECTED.

An old and successful merchant, in speaking of keeping accounts collected, says: "I have made it an invariable rule to present my accounts regularly every month, and while I was doing a strictly retail business I made it a point to secure a promise of payment at a certain date, or at least a checking up of the account. This obviated much trouble in collecting the bill later on, and was worth all the time taken. If, however, a bill has been running for six months, without any plausible excuse for non-payment, I turned it over to a reliable attorney or agency for collection. I found that this process cost me less and brought quicker returns than my own collectors could make when the bills had been long due, as the debtors seemed very often to have become accustomed to standing off a man to whose visits they were hardened. In this way I keep my books cleaned up, and during a series of years I figured that the net saving to me was fully five per cent. on my gross business. This, of itself, was a good profit, and I have never hesitated to recommend the same course to my young friends when starting in trade for themselves." This is good advice, and it will pay our friends in the trade to act on it. It is little use to sell goods even at a profit if payments are long deferred.—Trade Magazine.

THE EASE OF GROWING BULBS.

Varieties that Blossom Readily in the Window.

I am puzzled at the widespread idea of the difficulty of growing bulbs in the window. People say, "I should like very much to grow some bulbs this winter, but I know it is of no use for me to try. I should not succeed." And not a few add that they have tried and failed. It is much more difficult to fail than to succeed in growing the more common bulbs, unless indeed you plant them wrong end up, as I knew one person to do, or bury them so deep that they can never get to the light, or give them no water, or drown them,

COTE ST. ANTOINE ROAD—A block of land with a frontage of 103 ft. on Cote St. Antoine Road and 238 ft. on Claremont ave.; fine situation; good view, could be divided advantageously. (298-B).

COTE ST. ANTOINE ROAD, corner Mountain Avenue—A splendid block of land, 64 feet front, by about 150 feet deep, well situated for a villa residence, and surrounded by some of the best properties in Cote St. Antoine. (437-3).

COTE ST. ANTOINE ROAD—Three magnificent building lots, facing Lansdowne Ave.; one of the finest sites in the town. (267-B).

DORCHESTER STREET—Two handsome stone front houses, just west of of Greene Avenue, each 26 feet front, with all modern improvements, kitchens on ground floor. (799-3).

DORCHESTER STREET—Three choice lots near Clondeboye Avenue, each 25 feet front. (205-2).

DORCHESTER STREET—Six stone front 2 1-2 storey well built family houses, containing five bedrooms, large drawing and dining room, library, kitchen, etc., ample cupboard accommodation. Splendid value for \$5,500 each. (287-B).

DORCHESTER STREET—Just west of Greene Ave., two choice lots on the south side of the street, commanding uninterrupted view towards the south, with two mitoyen walls available for building; size of piece, 57 x 150. Offers solicited. (274-b).

4140 DORCHESTER STREET, (Westmount)—A well situated, comfortable, medium-sized, stone front house. The accommodation comprises large dining room, drawing room, reception room, five bedrooms upstairs, and one in basement, kitchen, store rooms, large cupboards and pantries. Owner anxious to sell. Price this month under \$6,000. (336-B).

DORCHESTER STREET—A modern stone front house with deep extension; specially built for present owner, and containing ten rooms, five on each flat, with high roomy cellar, basement, etc. Price, \$9,250. (133-B).

DORCHESTER STREET—A fine block of land at corner of Gladstone Avenue, Westmount. Has 75 feet frontage on Dorchester street, and about 114 feet on Gladstone Avenue. Area, 7,848 feet. A good site for self-contained houses or for an apartment house. Moderate price. (275-B).

ELM AVENUE—A 2-story brick house on stone foundation. All living rooms on two floors. Extension kitchen. Lot, 25 ft. by 110 1/2 ft. to lane in rear. No furnace; 8 rooms. Price, \$4,500. (394-B).

ELM AVENUE—A choice building lot, having an area of about 2,700 ft.; moderate price to a prompt buyer. (203-B).

ELM AVENUE—A double detached stone front cottage, near Sherbrooke street. Lot 50 x 108. Side lights and entrance on each side. Good garden and stable with lane in rear. House heated by hot water and in good order. Price \$7,750. (851-3).