

"Sprigging and veining, which are employed in the production of the beautiful hem-stitched handkerchief of Belfast, will be shown in the next cottage. The girls of Down are especially noted for their exquisite and delicate work. We have not quite definitely decided about the two remaining cottages, but we shall probably show in the seventh the wood-carving industry in Ireland, which has reached a really remarkable degree of development when one remembers the workers and teachers are peasant lads. You should see the set of owls carved by some of my own boys for Lady Aberdeen last year."

STOCKS IN MONTREAL.

MONTREAL, Aug. 24th, 1892.

STOCKS.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average.
Montreal.....	225½	224½	32	226	224½	226
Ontario.....	120	120	5	123	120	105
People's.....				111	106	97
Molson's.....	180	180	1	178	171	157
Toronto.....						
J. Cartier.....				118	116	
Merchants.....	161	160½	12	162	160	152
Commerce.....	143½	143½	1	144½	142½	131½
Union.....						
M. Teleg.....	14½	14½	100	146½	146	106
Rich. & Ont.....	70	68½	1143	69½	69½	59
Street Ry.....	230	227½	325	235	230	182½
do. new stock						
Gas.....	210	206	77	211	206½	202
do. new stock						
C. Pacific.....	89	88	1005	89	88	84
C. P. land b'ds						
Bell Tele.....	161	160	195	163	159	135
N. W. Land.....	76½	76½	300	77½	76	78½
Montreal 4%.....						

WHO IS RESPONSIBLE?

In addition to the grain blockaded at Buffalo by the strike of the railway hands, there were a good many shipments of live stock endangered by delay. The receipts of cattle for one day were 3,900 head, of which 3,860 were consigned to New York. Six thousand hogs were received, of which 2,700 head were for New York. These shipments, together with some sheep and lambs, have been accepted by the railroads, but owing to the strike, says a despatch of 20th, it is uncertain when they will get away. Nearly all the Brooklyn slaughterers receive their supplies of live stock over the Lehigh Valley, as does the United Dressed Beef Company, composed of eighteen of the principal slaughterers of the east side of this city. As to the responsibility for loss by such delay the *Shipping List* says: "The general eastern freight agents claimed that legally the railroads could not be held responsible for the loss or damage to freight caused by the strike. Then, who is responsible? The shippers should recover damage from some quarter, and they may have to resort to court to have the question decided."

CANADIAN PACIFIC'S LINE TO NEW YORK.

The Paterson, N. J., *Guardian* says: "A gang of Italians is at work in the eastern section of Fairview upon the new tunnel for the Canadian Pacific railroad." The route of this road at present is over the West Shore to New York. "The Canadian company intends to build a road paralleling the eastern division of the Erie from Port Jervis to a point east of Suffern, just north of the New Jersey line in New York State, where another tunnel will be constructed to pass under the Erie." Thence it will run to Paterson, where a connection will be made with the New York, Susquehanna & Western, whose tracks will be used as far as the new tunnel at Fairview in Bergen county, across the Passaic river from Paterson. The Northern Railroad of New Jersey will be crossed by a bridge near Fairview, a tract of land having been bought there for about \$350,000. The object of branching off at Fairview is to reach the Hudson river about opposite 116th street, New York, where a ferry will be established, with another to cross to a point down town.

RIVER COLUMBIA SALMON PACK.

A despatch from Astoria, Oregon, says: "The season which closed on Tuesday has been remarkable for the scarcity of the Columbia and Chinook salmon. It is found from careful estimates that the twenty-two canneries on the Columbia River have packed 448,600 cases of all grades. The proportion of royal Chinook is 248,000 cases, the remaining 200,000 being composed of steelheads and bluebacks. As compared with last year's pack there is a decrease this season of 100,000 cases of royal Chinook. The total pack, however, exceeds that of last year by 48,000 cases. This decrease is largely due to the larger production in the canneries at Cascades and The Dalles, where a large percentage of the pack was steelheads and bluebacks. The season has been stormy, and there has been a freshet in the river all summer owing to the tardy melting of snow in the mountain ranges. The canneries have sold all their best salmon at an advance on last year's prices.—*Victoria Times*."

SOME "DONT'S" FOR SALESMEN.

Don't "roast" another man's goods.
Don't think that you are doing yourself or your house good by so doing.
Don't think that it does not pay to be frank and outspoken under all circumstances.
Don't enter into disparagement of your fellow salesman's character. It always appears as if you were jealous. If he is no good, his customers will soon find it out.
Don't think that you can attend to more business than your own. Your own affairs will occupy all of your time if not neglected.
Don't think that a merchant will believe anything you say, merely because he is courteous to you.
Don't visit all day with a merchant because he receives you pleasantly. Finish your business and go, unless he specially asks you to stay longer.
Don't flatter a merchant's judgment when you think that he is wrong. If you do, he will blame you for his own mistakes.
Don't think that you can "get solid" with a merchant by always deferring to him. If he asks your opinion, give it to him honestly; assume that he is honest in asking your opinion and wants that, not a reflection of his own, if you happen to know it.
Don't ever write letters reflecting on the character of a man in the same line as yourself. Such letters have an unpleasant habit of coming to light and performing the boomerang act with great success, when least expected.
In short, when seeking trade, be frank, honest and upright in word and deed. Preserve your own respect. Talk business, not politics or scandal. Do your work in a clean, active manner, and you cannot help but win the confidence and respect of the dealers with whom you have to deal.—*Apparel Gazette*.

A BRIGHT OUTLOOK.

"How is it with you?" asked the editor of the subscriber who was dying in arrears.
"All looks bright before me," gasped the subscriber.
"I thought so," said the editor, "in about ten minutes you'll see it blaze!"—*Atlanta Constitution*.

A curious illustration was given a few months ago in one of the oldest towns in Massachusetts, showing how a man's vote will be governed by his business. A new school building, involving considerable outlay, was being erected. The tax-payers were called upon for an additional sum, in order that the building might be completed with the best sanitary equipment to be had. An exhaustive effort was made to carry through the project unanimously, but in spite of all a dissenting voice was recorded. Inquiry after the meeting elicited the fact that the negative vote was from the undertaker.

—Jim Brown laid the foundation of his fortune designing figures for dress goods many years ago. His son, Percy Hornsby Brown, never does anything more fatiguing than designing figures for the german.—*Shoe and Leather Reporter*.

—The latest swindle in the vicinity of Aton is carried on by means of a double fountain pen, one end of which is filled with good ink, the other with ink that fades away in a day or two. The sharper writes the agreement, contract or whatever he may have chosen with ink that will not last. In a few days he has a slip of paper with nothing but a signature, over which he can write a note and easily turn it into cash.

—The British Columbia official *Gazette* contains the following, which is self-explanatory:—"Notice is hereby given that, in addition to the bounty of \$5 per head for every wolf or panther killed in a settled district in this province, the sum of \$2.50 will be paid for every coyote killed in a settled district, on the certificate of a Justice of the Peace that such animal was killed in a settlement, and that the head was produced to and destroyed by him."

—A minister in the East said: "My brethren, the collection will now be taken for my expenses for a trip, for I am going away for my health. The more I receive, the longer I can stay." The largest collection ever made in that church was taken. And now the question under discussion is whether the size of the collection was a compliment to the preacher or much the reverse.—*Western Recorder*.

—A boy was stealing currants and was locked up in a dark closet by the grocer. The boy commenced to beg most pathetically to be released, and after much persuasion suggested: "Now, if you'll let me out and send for my father he'll pay you for the currants and lick me besides." The grocer could not withstand this appeal.

—A firm of London furriers found a use for a quantity of old quilted satin linings, which were still good, but of no further business value, in distributing them through a city missionary among the destitute and pauper inhabitants of Soho, a miserable London district.

—Some railway men have expressed the opinion that passenger tickets to the World's Fair will be sold at the rate of a single fare and a third for the round trip.

—The Boston postmaster was called on the other day to deal with a letter addressed Charles Smith, K. Pan. He sent it to Cape Ann.—*Hartford Courant*.

Commercial.

MONTREAL MARKETS.

MONTREAL, Aug. 24th, 1892.

ASHES.—There is a scarcity of stock; receipts are unprecedentedly low, for the month so far being only about 65 brls. First quality pots may be quoted at \$3.90 to \$4.00, though a fair lot of good tars brought something a little better the other day. For 22 brls. of Quebec seconds \$3.55 was paid. Pearls are exceedingly weak and dull, being quoted away down to \$5.25.

CEMENTS AND FIREBRICKS.—Some moderate sales of cements are reported, at pretty finely cut prices, however, among them a 1,200 barrel lot of good English brand at \$2.12½, but this cannot be accepted as a regular price, and we quote \$2.20 to \$2.30; Belgian, \$2.00 to \$2.10. Firebricks are still quoted at \$15.50 to \$22.00, but Newcastle bricks will cost more to lay down now owing to advanced freights.

DAIRY PRODUCE.—The local demand for butter is a fair one, and prices are steadily maintained. We quote creamery 21 to 22c. per lb.; townships, 17 to 19c.; Western, 15 to 17c. Cheese has ruled rather dull, and reports from European markets are not altogether of a favorable character, which has had some effect on buying in the country, and quotations are more or less nominal at from 9½ to 9¾c. per lb. Eggs are in good supply at from 11 to 12c. for fresh; the exports to Britain this season have been to date 768,500 dozen.

DRY GOODS.—Money is slow in coming in, slower than at this time last year, and there is a noticeable falling off from the early part of the month, when reports were none too