

SELLING METHODS.

The leading question with most retailers is that of terms in selling. Many consider that it is impossible to do a cash business, especially in a country retail store. Notwithstanding the admirable essays on selling for cash only, and the illustrious examples paraded as models of what may be done along this line, the cash system does not seem to go down with the great majority of retail merchants, as practicable. In the cities, of course, the plan has been found not only feasible, but absolutely necessary. The public have been brought to a point by the large stores which are conducted upon this basis, where they are willing to pay cash for what they get. Indeed, the competition is so keen that dealers are compelled to adopt the cash system. In the country it seems different. There is so much trucking and trading, and credit is so firmly established, that the very foundations of the everlasting hills seem to be shaken by any attempt to introduce cash methods. At the same time, it is freely admitted that much may be done to improve the present evil of long credits. By a judicious, tactful system even farmers can be induced to favor cash buying. Many of them take their money to the city and spend it in the departmentals, and if they could be shown that the same amount spent with the local dealer would secure as much, without trouble of travel or transportation, they might appreciate the point. Certainly much may be done to establish even a country store trade upon a less dangerous footing than results from long credits.—Furniture News.

BIG GRAIN TRADE DEAL.

The Manitoba Grain Company is being wound up. This is one of the big Winnipeg grain companies, which was formed something over a year ago, by the consolidation of the interests of a number of grain men. The company did business on last year's crop, but no business has been done in the name of the company on this crop, the firm of Parrish, Lindsay & Co., having handled the company's properties this season. The greater portion of the property controlled by the Manitoba Grain Company last year, has been disposed of to the Dominion Elevator Co., and Bready, Love & Tryon. Parrish & Lindsay will continue in the grain trade as heretofore, controlling several elevators at country points.—Winnipeg Commercial.

—There are 579,608 women engaged in trade in Germany; the number doubled during the last thirteen years. All branches of industry show an increase in this line of employment, the higher classes of labor even more than the lower ones. The greatest gain, however, is apparent in commerce, the percentage of women in this line being one to four.

—In his annual report to Congress, completed last week, the Secretary of the United States navy recommends the construction of three first-class battleships, five first-class armored cruisers of the highest speed and power, and five second-class copper-sheathed cruisers. The estimated cost of these vessels is \$50,000,000. The Secretary also recommends that an addition of 5,000 men be made to the enlisted force of the navy.

—At the beginning of 1898, the capital invested in cotton mills in South Carolina amounted to \$18,614,000. The number of spindles in these mills is 1,300,300, and the number of looms is 38,562. Five new mills have been added to the list, and the prospect is that many more will be built in the year 1899. The confidence of investors in this class of manufacturing is shown by the fact that more than \$600,000 has been invested in this business since the fall of 1897.

—We have often said that the Americans were a wasteful nation. A lecturer on the wastefulness of American housekeepers, estimates that 100,000 families could be fed with the food daily thrown away by hotels, restaurants, and large private establishments in New York alone. The cause is said to be the abundance of food and the bad cookery in America.

—“Oh, Edward,” she cried, “do you know what? I dreamed last night that you had told me to go down town and buy that beautiful \$27 hat I spoke of the other day.”

“Well, that proves it,” he replied.

“Proves what, dearest?”

“That dreams go by contraries.”—Cleveland Leader.

—James R. Richardson, who died recently on one of his plantations in Mississippi, was not only the largest individual grower of cotton in the world, but also the owner of one of the best-appointed plantations in the country. There is in operation on one of his places in Mississippi a complete railroad, devoted exclusively to the service of the plantation. He employed several thousand hands upon his various places, which are located in Mississippi, Arkansas and Louisiana.

—Municipalities which find their citizens wasting water, may be interested in hearing of the experience of Covington, Kentucky. That city has introduced water-meters, with wonderful results. Some eight years ago, when the fixture assessment system was in use, between 4,000,000 and 5,000,000 gallons of water were used daily. At present, when most of the water is metered, and about 12,000 more people are living in the city, only 2,000,000 gallons are needed, and everyone has all the water he wants, so says the superintendent of the works.

—Here is an idea for country fair authorities. A certain hardware firm in Kalamazoo, Michigan, got up a novel exhibition, being no less than a contest of blacksmiths. The contest was held in connection with the county fair, and was for the purpose of bringing together the blacksmiths of south-western Michigan in a friendly horse-shoe turning competition. Forges, anvils, with necessary coal boxes, water tubs, etc., were supplied, and the horseshoers entered into the contest in a lively spirit. The prizes were given for the blacksmith, who, with his helper, could turn the twelve best shoes in the shortest time, from six pieces of toe calk steel, half rights and half lefts. The first prize was won in 28 minutes and 42 seconds. In addition to the four prizes offered, the company distributed a number of others, which, while welcome to the recipients and an attraction to the Fair, served also to advertise the hardware firm's wares.

LIVERPOOL PRICES.

Liverpool, December 1st, 12.30 p. m.

	s.	d.
Wheat, Spring	6	2 1/2
Red Winter	6	4 1/2
No. 1 Cal	6	10 1/2
Corn	3	11 1/2
Peas	5	9 1/2
Lard	27	0
Pork	50	0
Bacon, heavy	29	0
Bacon, light	29	0
Tallow	20	3
Cheese, new white	45	0
Cheese, new colored	46	0

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Montreal, Can., Rooms 599 and 583 Board of Trade Building, 49 St. Jacques St.—CHAS. STANSFIELD Supt.
Ottawa, Can., cor. Metcalfe and Queen Sts., Metropolitan Life Building—FRANCIS R. FINN, Supt.
Quebec, Can., 125 St. Peter's St., 19 Peoples Chambers—JOSEPH FAVREAU, Supt.
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