

But many grocers, butchers and produce dealers are lax in their methods of bookkeeping. Carrying accounts in one's head or writing them on odd scraps of paper are bad habits full of evil consequences.

THE MONETARY TIMES may perhaps find its way into some shop whose owner is indiscreet enough to allow loungers to gather around the door, sit on the chairs or stools, or even perch themselves on the counter. They may be nice fellows, and their conduct above reproach. But women do not like to make purchases in the presence of a crowd of men, and will often go a long distance out of their way to avoid doing so. It may be a distasteful task, but in the interest of business the merchant should ask loungers to "move on."

A demure-looking little man approached the haughty clerk in a grocer's shop, and meekly asked if he had any coffee to sell.

"We have ground coffee," said the young man.

"No other kind?"

"None. This is the best ground coffee on the market."

"But I don't want it," the little man braced up. "I got some sugar here the other day with sand in it, and I don't want coffee with ground in it. You must think I want the earth."—*Harlem Life*.

The *London Grocer*, June 30th, says regarding canned lobster: "The most interesting (double) event to note this week in connection with the trade, is the importation of 3,222 cases lobsters of the new season's pack, per 'Barcelona' from Halifax into Liverpool, followed on the 26th instant by the arrival per 'Madura' of 7,958 cases from the same port to London; and so eager have the trade been to operate that several sales have already been concluded at satisfactory rates for what may be termed the opening of the season, viz., 1-lb. tall tins at 30s. to 32s. per case, flats at 40s. to 41s., and fancy halves at 42s. to 43s."

#### CLEARING-HOUSE RETURNS.

The following are the figures of the Canadian clearing-houses for the week ended with Thursday, July 12th, compared with those of the previous week:

|                | July 12.     | July 5.     |
|----------------|--------------|-------------|
| Montreal ..... | \$10,797,436 | \$9,511,494 |
| Toronto .....  | 6,543,262    | 4,810,674   |
| Halifax .....  | 1,649,731    | 1,124,377   |
| Winnipeg ..... | 869,692      | 863,545     |
| Hamilton ..... | 663,245      | 673,532     |

Total.....\$20,523,366      \$16,983,622

Aggregate balances this week, \$3,077,786; last week, \$2,705,843.

#### INSURANCE NOTES.

Mr. Thomas Ritchie has been elected a director of the Acadia Fire Insurance Company in place of the late A. W. West.

The President of the Board of Fire Underwriters in St. John, Mr. W. H. White, and nearly twenty other gentlemen, general agents of all the fire insurance companies doing business in St. John, went out for an afternoon last week as the guests of A. C. Fairweather, the general agent of the Commercial Union Assurance Company, of that city.

The *Dundas Banner*, instead of falling to blaming or cursing the associated underwriters, or threatening them with opposition, for proposing to reduce the fire rating of Dundas, because its fire appliances are defective, makes suggestions that the town get a proper fire hall of brick built, and have a paid chief of the fire brigade, with three men and a team of horses permanently in the hall. "The saving to the town would be about \$2,500 between classes B and C, and between C and D about \$3,000."

In the light of recent accidents, says the *Boston Home Journal*, it is good advice to those who are thinking of going out in sail-boats managed by amateur sailors, to first learn to swim; second, buy cork-lined clothing; third, make a will, and fourth, stay at home.

#### METAL AND HARDWARE TRADE NOTES.

It costs about \$600 per year to keep a locomotive in repair.

Pittsburg has 20 blast furnaces, 64 iron and steel mills, 500 glass factories, 20 natural gas companies, and 60 oil refineries.

A new washing machine is run over the floor like a lawn mower, and does the soaping, scrubbing and drying in one or two operations.—*Chicago Journal of Commerce*.

Platform scales were invented by Thaddeus Fairbanks in 1831. He was originally a retail grocer, but eventually became the largest manufacturer of scales in the country.

In May and April sisal and manilla hemp were lower than ever before. About the end of May values began to rise, and since that time rope manufacturers have made three advances. Prices now stand: manilla, 9½c., and sisal 7c.

Shipments of pig iron from centres in Great Britain since the beginning of the year until June 23rd were: Scotland, 132,108 tons; Middlesbro, 455,275 tons; Cumberland, 187,256 tons. During a corresponding time last year the shipments were: Scotland, 156,996 tons; Middlesbro, 432,173 tons; Cumberland, 122,979 tons.

Recent reports state that American pig iron has been offered in Montreal for \$17 per ton, duty paid, but authorities say that a lower price will have to be made in order to gain a foothold there, and even if this is done "both Ferrona and Nova Scotia irons would be reduced in price to hold the market. It is stated that Canadian furnaces have some 15,000 tons of iron in stock awaiting purchasers."

James Watson & Co., Glasgow, in their weekly report say: "We have again to report a dull market for Scotch pig iron, with a very small business doing. The colliers' strike has already resulted in the damping down of 25 furnaces, and the greater number of the malleable iron and steel works close this week end. On account of the small stocks quotations for makers' iron are in many cases purely nominal."

Screw manufacturers have for some time felt very keenly American competition, and at a meeting in Montreal this week reduced prices. The discounts off lists now stand as follows: Flat head, brights, 80 per cent.; round head, brights, 75 per cent.; flat head, brass, 77½ per cent.; round head, brass, 72½ per cent. The discounts previously allowed were: flat head, bright, 77½ per cent.; round head, 72½ per cent.; flat head, brass, 75 per cent.; round head, brass, 72½ per cent. Thus the decline amounts to 2½ per cent.

"The strike of Scotch coal miners began on Monday," says the *Iron and Steel Trades Journal*, of London, Eng. "The men have shown unexpected unanimity, and 73,000 men have ceased work. The few men still hewing and drawing coal are working with the consent of the Miners' Union, so that the whole body of Scotch coal miners are at the outset acting as one man. We stated last week that if, as we anticipated, the Scotch colliers ceased work, no one could tell how long they would remain idle. The coalmasters may end the strike at any moment by conceding the men's demands and returning the recent reduction; but, failing this, it seems quite possible that the colliers will remain out for four or five months." The strike has naturally resulted to the advantage of English coal-owners and has prevented a decline of prices which would probably have otherwise taken place. The blast furnaces in Scotland must, says the *Journal*, be damped in a few days. "There is, however, six months' supply of reputedly good Scotch pig iron in Connal's stores. Ordinary forge or foundry iron comes into Scotland by water from Cleveland, and the makers of hematite on the West Coast and on the Tees could supply the needs of the steel works. Unfortunately, the mischief extends to the malleable iron and steel works, and this is a serious matter. Already one of the great steel works has shut down, and those working this week out are expected to remain idle after to-morrow until the colliers resume work."

#### ANSWERS TO ENQUIRERS.

READER, Montreal.—The article to which we presume you refer, on the possibilities of a rapid transatlantic Canadian line of steamers, appeared in THE MONETARY TIMES of 25th December, 1891.

R. S., London.—We have repeatedly published such summaries as you suggest, sometimes occupying a page of successive issues. The value of Canadian products exported in the fiscal year mentioned was \$47,137,203. The proportions of different classes of merchandise was: Animals and their produce, 45.20 per cent.; forest products, 25 per cent.; field products, 12.77 per cent.; fish, etc., 10 per cent. nearly; minerals and manufactures the remainder.

A CLERK desires to know if there is any book that will teach him how to become a successful merchant. This depends much upon what kind of youth or man he is and where he tries merchandising. He might buy "How to Keep Store," by Sam. H. Terry, published a few years ago by Fowler & Wells. Opening the book at random, we find these sentences under the head of "Liking for the Business": "We all have our tastes, and it is wiser to work with the current of them than against it. One man almost feels his soul contaminated if his hands are soiled; let him be careful about embarking in a business that will require him frequently to soil them. Another is sickened by certain odors; let him try something else. Another could not bear the small talk of half an hour across the counter over a few cents' worth of tape or needles; let him seek a more manly occupation."

—The Board of Trade in St. John is alive to the need of improved fire protection for that city. At a meeting of the council of the board last week a resolution was carried that a committee be appointed to deal with the subject. It is proposed to procure a chemical engine and extension ladders, to prevent the waste of water and to restrict the sale of fire works. President Hatheway, W. M. Jarvis, John White, G. H. Waring and Robt. Cruikshank were appointed the committee.