

THE LYONS SILK MANUFACTURE.

The *Chambre Syndicale des Soieries* has made its annual report to the Lyons Chamber of Commerce on the manufacture of silks in that city during 1881. There is an increase in the total over 1880, the figures being: 1880, 369,500,000 francs; 1881, 395,120,000 francs. The increase in black and colored armures was large viz., 40 million francs, as against 10 millions in 1880. There was a decline in failles and taffetas of 13 million francs. Moire antiques rose from 400,000 francs to fifteen million; and thus for plain all silks the production in 1881 was 160,600,000 francs as against 125,200,000 francs in 1880. The figured and broche stuffs show an increase: \$26,000,000 francs; as against 25,500,000 francs in 1880. There was a general decline in mixed silk and cotton or woollen stuffs, the value being only 155,500,000 francs, as against 170,400,000 francs. The decline was most marked in black and colored satins train cotton—from 80 millions to 70 millions—and in figured stuffs trained, or cotton or woollen chain for dresses, which fell off from 10 to 4 million francs. Plushes, black and colored mixed velvet stuffs, and a few other articles, were more in demand. The value of stuffs mixed with gold or silver increased from 6,100,000 francs to 10 million francs, and miscellaneous stuffs, as gauzes, laces, etc., showed an increase in the aggregate from 24,200,000 francs to 25,820,000 francs. There was a slight decline in braids and fancy goods.

The following table shows the production of the principal articles only:

	1880 Francs.	1881 Francs.
Black failles and taffetas, soft and boiled	45,000,000	35,000,000
Colored failles & taffetas	15,000,000	12,000,000
Black and colored satins, all silk	5,000,000	6,000,000
Black and colored velvets all silk	9,000,000	9,000,000
Taffetas and serges for umbrellas and parasols	10,000,000	8,000,000
Linings, serges, black and colored lustrings	8,000,000	10,000,000
Eorn foulards, printed or dyed	20,000,000	20,000,000
Black & colored French and antique moires	400,000	15,000,000
Black & colored armures for dresses and surrahs	10,000,000	40,000,000
Figured stuffs, damasks, armures, black and colored druggets	20,000,000	15,000,000
Black and colored satins, train cotton	80,000,000	70,000,000
Piece dyed satins trained cotton for hats and Orient trade	28,000,000	28,000,000
Plushes for hats etc.	7,000,000	10,000,000
Figured stuffs, train or chain cotton or wool for dresses	10,000,000	4,000,000
Turquoises, failles, serges armures, trained cotton for dresses	9,500,000	10,500,000
Textiles for umbrellas, mixed cotton	7,000,000	5,000,000
Figured or plain stuffs, mixed with cotton and gold or silver	6,100,000	10,000,000
Black and colored crapes	10,000,000	9,000,000
Church ornaments	5,000,000	5,000,000
Passementerie, with fancy and pearl stuffs	13,000,000	11,400,000

—Traveler—"How do you brokers manage to undersell the railroad companies?" Scalper—"Well, you see, we don't got much expenses. Dose railroad fellers haf to keep up the rolling stock an' pay ze hands. We don't. It's all clear profit w' ze us."

THE RETAIL BOOT AND SHOE TRADE.

SUGGESTIONS FOR THE MANAGEMENT OF THE BUSINESS.

When a suitable and well-selected stock has been provided, each lot of goods should be at once entered into a regular stock-book; this book should be ruled in columns to admit of the date of stocking, the stock number, the cost and selling prices, with double columns for the sizes of each, the one for the number of each size in stock, the other to mark off the number of each day's sales, so that at any moment the condition of the stock can be ascertained without at all disturbing it. This is rarely, if ever, done, but the advantages, as well as the conveniences, of a systematic method of keeping an account of the stock must be at once apparent to everyone. Besides, the time that it takes is trifling, if regularly attended to.

All accounts, especially those of a retail trade, should be posted up every day. It, moreover, gives some evidence of a man's business capacity, when the usual inquiries are made for further orders, to be able to state, at once, if any part of the stock need replenishing, without, as is usually the case, saying, "I will go over the stock and see what is wanted"—a matter the stock-book ought to tell at sight. I am quite certain that the majority of retailers would have adopted this simple method, but that they have not been able to see the way to begin. The ordinary rules of book-keeping do not meet every case. The consequence is that businesses are too frequently commenced in a slovenly, haphazard way, and so go on from year to year in the same muddle and confusion. It is true that at the year's end, when the stock is taken, it may be learned what profits have been realised upon the bulk of the business; but when there happens to be an unexpected deficiency—a circumstance not at all uncommon—the shopkeeper is liable to blame any and every one about him, when the fault may be in his books rather than in the hands he employs: errors of this kind have frequently come under my own observation.

Most retailers have some speciality, or what is termed a leading line. This is not at all an objectionable practice when it can be done with safety. Where a man can offer a good useful article, suitable for working people, at a low price—if realizing only a small profit—it is not only an advantage to himself by giving character to his goods, but a duty to serve this class of people on the best possible terms. But if he sells one article at cost price, or—as is commonly done—for even less than the cost price, to entice customers to his shop, in order that he may charge an excess on other articles, it then becomes a most reprehensible system of doing business, and a most unfair one to the mass of customers besides; he is merely giving to one in order that he may fleece others. But, if by chance there may have been allowed to accumulate some few odd lots, or any fancy or show goods that may have become soiled, or deteriorated by keeping, then I should say, turn them into cash at the earliest opportunity, and sell them at any price; the first loss is the best; the same money may be turned over a dozen times in useful articles, that would lie dead in them.—*Shoe and Leather Review.*

Commercial.

MONTREAL MARKETS.

MONTREAL, April 4th, 1882.

The mild weather which has lately prevailed has had the usual effect on the ice on the River, which has now broken up, and last night an open channel was formed all the way from the

Victoria Bridge to St. Helen's Island. We have therefore every prospect of having vessels from winter quarters in the Harbor about Saturday or Monday first, this will give an impetus to the flour trade, which has been as dull as it could well be for sometime past. Merchants are getting ready goods ordered for shipment by first boats.—Our commercial excursionists have not all returned yet from Chicago, which makes things rather duller than they are generally so near the opening of navigation.

ASHES.—Pots.—Receipts continue light and the demand inactive, but prices are rather firmer; sales have ranged from \$4.95 to 5.05, market closing at \$5.05 to 5.10. Pearls.—A few barrels were taken out of store for shipment, but prices have not transpired, and they are still quoted "nominal". The stocks in store are Pots 1,089 brls; Pearls 280 barrels.

BOOTS AND SHOES.—Manufacturers continue busy getting spring orders ready for shipment by opening of navigation. Prices remain firm as quoted below, with the strong probability of an advance for the fall owing to material advance in wages. We quote as follows:—*Men's Stoga Boots*, \$2 to 2.90; ditto *Kip Boots* \$2.50 to 3.25; ditto *French Calf* \$3.25 to 3.75; ditto *Buff Congress*, \$2.00 to 2.50; ditto *Split Brogans*, \$1.00 to 1.10; *Boys' Split Brogans* 85 cents to \$1.00; ditto *Buff and Pebble Congress* \$1.35 to 1.60; *Women's Buff and Pebbled Balmorals*, \$1.20 to 1.50; ditto *Prunella Bals*, 50c to \$1.50; ditto *Prunella Congress*, 50c. to \$1.50.

CATTLE.—The stock of Easter cattle on the market yesterday was very fine and numbered about 600 head, for which there was an active demand; nothing was obtainable under 5c. per lb., and from that figure up to 7c. was paid, the outside figure being for the finest quality of cattle. Calves were plentiful, some of very poor quality, prices ranged from \$4 to \$10 each. Sheep were scarce and in good demand at 5 to 7c. per lb. Lambs were not plentiful, what were offered found ready buyers at \$4 to \$5 each.

DRUGS AND CHEMICALS.—A fair business was done during the week, and the demand is likely to continue from this time forward, as the opening of navigation always helps the demand. Shellac has declined in value. Saltpetre is scarce and high, and Borax has advanced 1 to 1½c. per pound. We now quote *Bicarb soda* \$3.10 to 3.20; *Soda Ash*, \$1.50 to 1.75; *Bichromate of Potash*, per 100 lbs., \$12.50 to 14.00; *Arrow Root* per lb., 10 to 14c; *Borax*, refined, 15 to 17c; *Cream Tartar Crystals*, 29½ to 31c., ditto ground 32½ to 34c.; *Caustic Soda*, white, \$2.40 to 2.50; *Sugar of Lead*, 12½ to 13c.; *Bleaching Powder*, \$1.60 to 1.70; *Alum*, \$1.80 to 2.00; *Copperas*, per 100, 90c. to \$1.00; *Flour Sulphur*, per 100 lbs. \$3.00 3.10; *Roll Sulphur*, \$2.20 to 2.40; *Epsom Salts*, per 100 lbs. \$1.20 to 1.25; *Sal Soda*, per 100 lbs., \$1.15 to 1.25; *Saltpetre*, per keg, \$10 to 11; *Sulphate of Copper*, \$5.50 to 6.00; *Quinine*, \$2.75 to 3.00; *Morphia*, 2.90 to 3.00; *Opium* \$5.00 to 5 50; *Shellac*, 40 to 45c.; *Castor Oil*, 10½ to 11½c. per lb.

DEY GOODS.—The past week has been a quiet one in this line of business. There are few travellers at present out, most of our wholesale houses are busy filling orders received from travellers. There is a good demand for ready made clothing and manufacturers of these goods are kept very busy filling spring demands. Remittances are hardly so good, but this was to be expected owing to the bad state of the roads in the country. A good deal of paper falls due to-day, and so far as we can hear is being well attended to.

FLOUR.—The stock in store and in the hands of millers on the morning of the 1st inst., was 61,767 brls., against 62,646 brls. on the 15th ult., and 42,171 brls. on the 1st April, 1881. Receipts for the week, 12,360 brls.; total receipts from 1st January 185,333 brls., being