

Business East.

ONTARIO.

Henry Bauer, wine merchant, Hamilton, is dead.

E. O'Leary, tailor, Ottawa, has assigned in trust.

John Henry, grocer, Hespeler, has sold out to C. Karch.

Thomas Johnson, hotel, Elmwood, has sold out to a Pfeiffer.

John Geron, hotel, Greenwood, has been burned out.

George T. Clark, furniture, Ingersoll, has assigned in trust.

J. H. Heard, tins, etc., St. Thomas, has assigned in trust.

Hugh Ross, dry goods, Port Hope, has assigned in trust.

J. Galloway, grocer, Sunderland, has sold out to C. H. Burlong.

Aylmer Canning Co., Aylmer, have sold out to David Marshall.

Myron Mitten, grocer, Glencoe, has sold out to George Parvott.

Charles Mount, grocer, Chatham, has sold out to J. T. Merritt.

Featherstone & Humphries, grocers, Woodlawn, have assigned.

Donald McMillan, general store, Hillsburg, has assigned in trust.

Thomas Nicholson, hotel, London, has sold out to John Horsman.

Robert Sturgeon, hotel, Bervie, has sold out to James Henderson.

McPhail & Hathaway, general store, Burford, have dissolved partnership.

Marc Turcotte, general store, Chute au Blondeau, has assigned in trust.

Miss Rutherford, milliner, Toronto, has compromised at 15c in the dollar.

Mr. Jones, of the firm of Jones & Smith, butchers, Ridgetown, is dead.

McClure & Zimmerman, general store, Grimsby, have dissolved partnership.

J. Staunton, wholesale fancy dry goods, Toronto, has sold out to W. H. Green.

B. Culp & Son, jobbers, Toronto, have dissolved; George A. Culp continues.

Laing & Ruth, tins, Ridgetown, have dissolved partnership; Laing continues.

Joseph Mills, of the firm of Joseph Mills & Son, hats and caps, Hamilton, is dead.

Hanson & Dickson, hardware, Parkhill, have dissolved partnership; Dickson continues.

Archdale, Wilson & Co., druggists, Hamilton, have admitted Charles Finling as partner; style unchanged.

James Jones & Co., mill builders, Toronto, have dissolved partnership, and business will be wound up.

T. Wilkins, jobber, Toronto, has admitted James Wilkins as partner; firm style is now T. Wilkins & Co.

W. H. Hewson, stationer, St. Catharines, has admitted George Tait as partner, under style of Hewson & Tait.

Wm. Thomson & Co., wholesale hardware, Toronto, have admitted Glover Harrison as special partner.

D. S. Keith & Co., plumbers, Toronto, have dissolved; D. S. Keith retires; Alex. Keith & J. R. Fitzsimmons continue; style, Keith & Fitzsimmons.

Samson, Kennedy & Gemmel, wholesale, dry goods, Toronto, have dissolved; Alex. Gemmel and John Mccaw retire; A. G. Samson and Warring Kennedy continue; style of firm, Samson, Kennedy & Co.

QUEBEC.

J. F. Arel, furniture, Quebec, has assigned in trust.

Burko Bros., grocers, Montreal, are retiring from business.

Miss L. Irvine, milliner, Sherbrooke, has assigned in trust.

Vitty & Co., dry goods, Bedford, have assigned in trust.

J. Darlington & Son, tailors, Quebec, have dissolved partnership.

Nathan Forcimer, jeweler, Montreal, is removing to Renfrew, Ont.

T. Tolmie, general store, St. Agnes de Dundee, has assigned in trust.

F. X. Gougeon, hardware, Montreal, has sold out to J. Letourneux.

Jermie Lanouette, general store, St. Anne de la Perade, has assigned in trust.

H. Pulverman, clothing, etc., Montreal, clothing, etc., is closing up here and removing to Pembroke, Ont.

Dufresne & Mongenais, grocers, Montreal, have gone into the wholesale groceries and liquor business with Irene Boivin, under style of Mongenais, Boivin & Co.

NOVA SCOTIA.

R. W. Oliver, dry goods, Pictou, has assigned.

McKean, Adam & Sons, stone quarry, Pictou, have failed.

John LeBlanc, general store, Sheet Harbor, has assigned.

Archibald Miller, tinware, Halifax, has sold out to John Druhan.

William S. Fraser, of the firm of William Fraser & Sons, pianos, etc., Halifax, is dead.

NEW BRUNSWICK.

R. O. Shaugnessy & Co., have dissolved; R. O. Shaugnessy continues under old style.

PRINCE EDWARD ISLAND.

James Fox & Son, commission, St. John, have admitted John F. Fox as partner; style now James Fox & Sons.

How to Have Good Credit.

For a merchant young in business it is of the greatest importance to him to possess a good credit, and this can always be had by the observance of certain lines of action. The first and greatest of all must be learned the importance of keeping all promises and engagements. A young merchant, for instance, buys a bill of goods on thirty days' time. Although there may be nothing said in particular about the matter, the bill comes to him as a thirty day bill, according to an accustomed usage of trade. When the time is up he may think that a few days' delay will be of no account, and so he delays to send the pay for a week or more. In the meantime, the wholesaler from whom he

purchased finds the thirty days gone and no remittance made. He at once notes the fact down, and perhaps sends a statement calling attention of the merchant to the non-fulfilment of his agreement, for that is what it really is.

Now, the retailer, though his intentions are good, and while he may be perfectly responsible, makes a bad impression on the wholesaler, and his credit and standing is injured. The wholesaler reflects that here is a man behind in his payments. It may be because he is hard up, and it may be otherwise, and the wholesaler says that caution must be exercised in selling to such a merchant, and, as payments are not prompt and risks are taken, the profits on what he sells must be greater to cover all these deficiencies. Thus the retailer not only hurts his credit, but he is hurting himself financially.

Promptness in meeting payments is a primo requisite to a good business standing, and one should learn that ten days mean ten days, and not twelve or fifteen. It is natural for a retailer to think that it makes no difference if he don't pay his bill just on time, for it is not very large, and "I guess the wholesaler can stand it a few days longer." But when it happens that 4,000 other retailers are of the same opinion, it will be seen at once that the wholesale dealer cannot stand it very easily, and sharp duns from him may become a necessity. It is the same with the retailer and his customer. He may not feel it much if one customer is behind in his pay, but when fifty are in arrears he feels himself on the ragged edge. The prompt payer, whether customer or retailer, is the one that gets the best treatment.—*St. Louis Grocer.*

India Wheat.

The fact that British India has become a considerable exporter of wheat is an indication of the remarkable shifting in the world's granaries in modern times. Egypt was at one time a very heavy producer of wheat. Under the Ptolemies and Roman governors she used to supply the markets of Italy, especially Rome, when it was almost as populous a city as London is now, and a failure of the Egyptian harvest was the signal for a great shortage of breadstuffs in the Empire. But agriculture was much better organized then than now, and the wheat production manifold larger. New routes of commerce have opened up new regions of supply, of which the Baltic states of Germany came in first and Southern Russia next. For half a century or more Dantzic was the great wheat exporting city of the world, and it was felt as a severe blow to England, when, in 1806, Napoleon took that place and closed the port. For the next fifty years after the settlement of the Congress of Vienna (1818 to 1869) Odessa held the foremost rank as an exporter of wheat. England, up to 1865, looked to Dantzic and Odessa for her deficiency of bread supplies. But during the last twenty-five years the United States has outstripped these rivals, and notwithstanding the recent spurt surplus from India, there is no ground for fear that that country will be able to supplant our product in the markets of Western Europe, owing to her dense and increasing population, her periodical droughts and famines and remoteness from the great dependent markets.—*Ex.*