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lation.

## TRADE IN QUEBEC.

In reply to a representative of the *Chronicle* Mr. Turner, president of the Quebec Board of Trade, said that he had no great expectations of a very large spring fleet. Freights are high and there is a good demand for ships. Quebec trading vessels are many of them, however, unavailable, having been tempted to accept coal freights for South American ports because of the favorable charters offered several weeks ago. They will, he thought, come to Quebec after their return to British ports, but it will be near midsummer before the majority of them need be looked for. Then a large timber fleet may be expected.

Speaking of the high freights and the increased value of shipping both here and in South America, Mr. Turner mentioned the case of a Quebec trading vessel which was sold a few months ago in a South American port at more than double the price that she had been going at some months previously.

Of the grocery business Mr. Turner had nothing but what was encouraging to report. There has been within the last few weeks, he said, a very decided improvement in the values of grocery stocks, especially in the matter of sugars and molasses. Fortunately for Quebec importers, their holdings of sugar and molasses are, generally speaking, very large and will keep them sufficiently supplied probably till the month of August. They will thus be enabled to enjoy the full benefit of the short production and increased values. Apart from this the wholesale grocers appear satisfied with the season's business. A good volume of trade is being transacted, and remittances from the country and payments by the retail trade in town compare favorably with those of former years.

The dry goods trade, Mr. Turner admits, has not had reason to be well satisfied with the past winter's business, but he considers that the methods adopted by the wholesale houses are somewhat to blame in the matter, their terms of credit being by far too long. Not infrequently goods sold in July and August have only been dated in November and then for six months. Money has been rather scarcer in the country in consequence of the partial failure of last year's harvest, but the long credit system, and the rivalry to sell to every young man who takes it into his head to open a dry goods store, have had much to do with the losses incurred by wholesale houses.

The shoe trade of Quebec is not nearly in so unsatisfactory a condition, according to the president of the Board of Trade, as some would represent it. He is of opinion that all now engaged in the business are responsible and reliable parties, and that they have all worked on good average time for several months past.

As pointed out by Mr. Turner, several circumstances that operate against business in Quebec are, the want of a bridge across the St. Lawrence, and the maintenance to so late a date in the spring of the winter tariff on the Intercolonial Railway. On both the

C.P.R. and G.T.R. summer rates have been in force since the 1st of last month. The Board of Trade has made representations on the subject to the Federal authorities, and it is hoped that the necessary orders will be at once issued from Ottawa to the officials of the railway.

—Halifax divers have put the telephone to practical use in diving operations. After a series of tests extending over five years success has been achieved, and the diver is now able to talk with those on the surface of the water and receive messages from the raft. The transmitter and receiver are both about the size of an ordinary blacking-box. This use of the telephone by divers is not only calculated to save life but is of great utility in facilitating the operations of two or more men, who can be directed from the surface as well as talk with each other through "central" on the diving raft.

—At the ninth annual meeting of the Women's Silk Culture Association of the United States, held in Philadelphia last week, reports were presented showing that during the past year 17,000 mulberry trees, of the varieties *Morus Alba* and *Morus Japonica*, for the cultivation of the silk worm, had been sent out free to landholders in twenty-five different States, who had become interested in the industry. The association makes a specialty of sending trees in lots of fifteen to twenty-five each to farmers, and also purchases cocoons in any amounts and reel them in their own establishment.

—Don't, oh don't, pleads the *New England Grocer*, fall into the habit of telling your customers you are selling goods at cost. It isn't true (always) and if it is your customers won't believe it. They know you are in business to make money, and if you sell goods at cost how can you pay expenses, they naively ask? Don't do that which will make your customers put you down as a fool or a knave. Of course, occasionally, for a good reason given (overstock, etc.) you can sell some one article "at cost." But don't try to make your customers believe that you sell everything at cost. They won't believe it, not they.

## Commercial.

## MONTREAL MARKETS.

MONTREAL, May 2nd, 1889.

ASHES.—There has been only a local demand so far this season, no enquiries from outside markets being heard of. First sorts are still quoted at \$4.00 to 4.05, and seconds \$3.55 to 3.60. From 1st January to 1st May the receipts of pots have been 945 barrels; pearls, 171 barrels; total, 1,116 barrels.

DAIRY PRODUCE.—There are no features in the trade worth special mention. The butter market is steady under light movement. More new is coming in and selling at 21 to 24c., while some has sold at 25c.; old, of which there is not much on hand, brings 17 to 24c. per lb., as to quality. We quote butter as under:—Creamery, finest, 25 to 26c.; creamery, old, 21 to 22c.; Eastern Townships, 18½ to 22c.; Morrisburg, 20 to 21c.; Brockville, 18 to 20c.; western, 16 to 17c. Very little cheese is offering the arrivals being small, and only the usual city demand is passing; finest September brings 9½ to 10½c.; fine white, 8½ to 9c.; medium, 7 to 8c. Eggs are in good supply with a slow market; Canadian bring 11½ to 12½c. per doz., while sales of Southern have been made at 11c.

FEED.—Enquiry slack, feeding stuffs are not much in request. Bran is worth \$13.25 to 13.50 per ton; shorts, \$17, and moulie, \$22.

FLOUR.—The demand for flour continues very slow and there is no improvement in prices. City retail dealers appear to be fully supplied and are in no hurry to stock up afresh. Quotations are as under: patent spring, \$5.75 to 6.25; do. winter, \$5.50 to 5.75; straight roller, \$5.00 to 5.10; extra, \$4.90 to 5.00; super-fine, \$4.20 to 4.60; strong bakers, \$5.50 to 5.80. For bags, strong baker's, \$2.60 to 2.70; extra, \$2.40 to 2.50; Superfine, \$2.00 to 2.25.

FRUIT.—There is some stir over the big sale of fruit on Wednesday, particulars of which will follow. It is the big sale of the season, and 20,000 cases of oranges and lemons, the "Dracona's cargo," will be sold alongside the