

Get In Line

COCKSHUTT PLOWS

ONCE SOLD—STAY SOLD

THEY WIN THE TRADE

ASK THE DEALER WHO HANDLES THEM

ASK THE FARMER WHO USES THEM

COCKSHUTT PLOW CO. Lt'd., WINNIPEG

FACTORY: BRANTFORD.

Chicago Board of Trade Prices

Prices are quoted per bushel of 60 pounds for wheat, bushel of 56 pounds of corn, bushel of 32 pounds of oats, per barrel of mess pork, and per 100 pounds for lard and short rib bacon; flax seed per bushel of 56 pounds.

Chicago, June 26.—Wheat, July opened 72 7-8 to 5-8c, closed 72 1-8c. Sept. opened 74 3-8 to 1-4c, closed 74c. Dec. opened 75 5-8c, closed 75 3-8c. Corn, July opened 33 7-8 to 3-4c, closed 34c b. Sept. opened 33 7-8c, closed 34 1-4c b. Dec. opened 33 1-8c, closed 33 1-2c b. Oats, July opened 24 3-8c, closed 24 3-4c. Sept. opened 21 3-8 to 1-4c, closed 21 1-2c. Dec. opened 21 3-4c, closed 21 5-8c. Pork, July opened \$8.10, closed \$8.12 1-2. Sept. opened \$8.32 1-2, closed \$8.32 1-2. Lard, July opened \$5, closed \$5. Sept. opened \$5.12 1-2 to \$5.15, closed \$5.21 1-2. Ribs, July opened \$4.07 1-2, closed \$4.70. Sept. opened \$4.82 1-2, closed \$4.8 21-2c b. Flax, cash N. W. \$1.06, S. W. \$1.02 n. July \$1.04 a. Sept. 95c a. Oct. 893 1-2c b.

Chicago, June 27.—Wheat, July opened 71 3-4 to 5-8c, closed 72 1-2c. Sept. opened 73 7-8 to 1-2c, closed 74 3-8c. Dec. opened 75c, closed 75 7-8c. Corn, July opened 34 7-8 to 3-4c, closed 34 1-4c. Sept. opened 34 1-4c, closed 34 1-2c. Dec. opened 33 3-4c, closed 33 3-4c. Oats, July opened 24 5-8c, closed 24 7-8c. Sept. opened 21 1-2c, closed 21 5-8c. Pork, July opened \$8.12 1-2c, closed \$8.17 1-2c. Sept. opened \$8.32 1-2c, closed \$8.37 1-2c. Lard, July opened \$5.02 1-2, closed \$5.02 1-2c. Sept. opened \$5.15, closed \$5.17 1-2. Ribs, July opened \$4.72 1-2c, closed \$4.72 1-2c. Sept. opened \$4.85, closed \$4.87 1-2. Flax, cash N. W. \$1.06, S. W. \$1.02. July \$1.02. Sept. 94 1-2c. Oct. 94c.

Chicago, June 28.—Wheat, July opened 72 5-8 to 7-8c, closed 72 3-4c. Sept. opened 74 1-2 to 5-8c, closed 74 1-2c b. Dec. opened 76 1-8 to 1-4c, closed 76 1-4c. Corn, July opened 34 3-8c, closed 34 1-4c b. Sept. opened 34 1-2 to 5-8c, closed 33 5-8c. Dec. opened 33 7-8, closed 33 5-8c. Oats, July opened 25c, closed 24 7-8c. Sept. opened 21 3-4c, closed 21 3-4c. Dec. opened 22c b, closed 22 1-8c. Pork, July opened \$8.22 1-2c, closed \$8.22 1-2. Sept. opened \$8.45, closed \$8.42 1-2. Lard, July opened \$5.07 1-2, closed \$5.07 1-2. Sept. opened \$5.20, closed \$5.22 1-2. Ribs, July opened \$4.72 1-2, closed \$4.75. Sept. opened \$4.90, closed \$4.90 a. Flax, cash N. W. \$1.06, S. W. \$1.01 n. July \$1.02 b. Sept. 98c a. Oct. 97c a.

Chicago, June 29.—Wheat, July opened 72 3-8 to 1-2c, closed 72 3-8c b. Sept. opened 74 1-4c, closed 74 1-8c b. Dec. opened 75 7-8c, closed 75 7-8c. Corn, July opened 34c, closed 33 3-4c. Sept. opened 34 3-8 to 1-8c, closed 34c a. Dec. opened 34 1-2, closed 33 1-4c. Oats, July opened 24 5-8c, closed 24 1-2c. Sept. opened 21 3-4c, closed 12 3-4c. Dec. opened 22c, closed —. Pork, July opened \$8.17 1-2c, closed \$8.40. Lard, July opened \$5.07 1-2c, closed \$5. Sept. opened \$5.22 1-2, closed \$5.17 1-2. Ribs, July opened \$4.72 1-2, closed \$4.70. Sept. opened \$4.92 1-2, closed \$4.87 1-2. Flax,

cash N. W. \$1.06 1-2. S. W. \$1.02 n. July \$1.03. Sept. 97c b. Oct. 96c b.

Chicago, June 30.—Wheat opened at 72 1-2c for July and ranged from 72 to 72 3-4c. Closing prices were:

Wheat—July 72 1-4c, Sept. 74 1-8c, Dec. 75 7-8c.

Corn—July 33 3-4c, Sept. 34 1-4c.

Oats—July 24 1-8c, Sept. 21 3-4c.

Pork—July \$8.20, Sept. \$8.45.

Lard—July \$5.02 1-2, Sept. \$5.20.

Ribs—July \$4.67 1-2, Sept. \$4.87 1-2.

A week ago July option closed at 72c, a year ago July wheat closed at 76 1-2c.

CHICAGO FLAX MARKET.

Chicago, June 30.—Flax seed closed to-day at \$1.05 for cash, July at \$1.01, and Sept. at 97c.

New York Wheat

New York, June 26.—Wheat, July opened 79 1-4c, closed 79 1-4c b. Sept. opened 79 5-8c, closed 79 1-8c b. Dec. opened 81c, closed 80 1-2c b.

New York, June 27.—Wheat, July opened 79 1-4c, closed 79 3-4c. Sept. opened 79 1-8c, closed 79 1-4c. Dec. opened 80 1-2c.

New York, June 28.—Wheat, July opened 80 1-8c, closed 80 1-4c b. Sept. opened 79 5-8c, closed 79 5-8c. Dec. opened 81c, closed 81 1-2c.

New York, June 29.—Wheat, July opened 80c, closed 79 7-8c a. Sept. opened 79 3-8c, closed 79 1-4c b. Dec. opened 81, closed 81c b.

New York, June 30.—Wheat closed to-day as follows: July, 79 1-2c; Sept., 79 1-4c; Dec., 80 7-8c.

DULUTH WHEAT MARKET.

No 1 northern wheat at Duluth closed as follows on each day of the week:

Monday—July 73 1-8c, Sept. 73 1-8c.

Tuesday—July 73 3-8c, Sept. 73 3-8c.

Wednesday—July 74c, Sept. 73 3-4c.

Thursday—July 74c, Sept. 73 1-2c.

Friday—July, 73 3-4c; Sept. 73 3-8c.

Cash No. 1 hard closed on Friday at 76 1-8c, and cash No. 1 northern at 73 5-8c.

A week ago July wheat closed at 73 5-8c. A year ago July wheat closed at 83 1-2c, two years ago at 71 3-4c and three years ago at 56 1-2c.

MINNEAPOLSI WHEAT.

Saturday, June 30.—No. 1 northern wheat closed to-day at 70 5-8c for July and 71c for Sept. option; cash No. 1 northern, 71 1-2c; cash No. 2 northern 70c.

LIVERPOOL WHEAT MARKET.

Liverpool, June 30.—Unchange 1.

WINNIPEG CLOSING WHEAT.

Wheat closed to-day (Friday) about the same as yesterday, at 74c for spot 1 hard, Fort William, at which figure a few sales were made.

FINANCIAL MANAGEMENT OF A RETAIL BUSINESS.

It is a matter of prime importance to the retail merchant that he should save the discounts on his bills. It is said that in Hendrix Hudson's time Manhattan Island sold for £20. It is also asserted that £20, maintained at compound interest from that date to the present time, would buy the entire island with all the buildings upon it.

The cash discounts in the dry goods trade are 6 per cent. from a four months' bill, which is equal to 18 per cent per annum. No merchant can afford to lose the advantage which this discount represents. I know, intimately, a merchant who has done a business in excess of \$400,000 per year for twenty-five years past. Instead of discounting his bills he has drawn money from his business from time to time, which he has invested in real estate and other outside matters. There has never been a time that the outside investments would sell for what they cost him. I estimate he has lost directly not less than \$10,000 per year in discounts during all the years he has been in business. During all that time he has been slow in his payments and indirectly he has made an additional loss by having to pay long prices for his goods. The discounts of themselves would have made him rich. They would have aggregated some \$100,000. The merchant is still slow in his payments and is now looking for a partner.

Another element of danger to the retail merchant is drawing money from his business to build a store. I have known many prosperous and successful merchants ruined by so doing—men who always had discounted their bills previously, but who were unable to do so after building a store. What cost them \$10,000, \$15,000 or \$20,000 oftentimes could not be sold for half what it cost. Very generally these merchants could rent a store for less than it cost them in interest, insurance and taxes to own it.

I would strongly recommend a retail merchant to remain in the old store, where he is doing well. I have known many to move to a new store with all modern conveniences, who found their expenses largely increased thereby and their sales actually diminished.—George L. Putnam.