

Information Regarding Banks.

The following from *Dye's Counterfeit Detector* is a continuation of what we gave last week :

BANKS MERGED INTO OTHER BANKS.

- City Bank of Canada, Montreal, P.Q., merged into the Consolidated Bank of Montreal, P.Q. See banks in liquidation.
- Royal Canadian Bank, Montreal P.Q., merged into the Consolidated Bank of Montreal.
- Commercial Bank of Canada, Montreal, P.Q., merged into the Merchants' Bank of Montreal, the bills of the former being redeemed by the latter.
- Gore Bank of Niagara, Hamilton, Ont., merged into the Canadian Bank of Commerce, Toronto, Ont., the bills of the former being redeemed by the latter.
- The Niagara District Bank, St. Catharines, Ontario, merged into the Imperial Bank of Toronto, Ont., the bills of the former being redeemed by the latter.
- The St. Lawrence Bank, Toronto, Ont., merged into the Standard Bank of Toronto, Ont., the bills of the former being redeemed by the latter.

BANKS IN LIQUIDATION.

- Consolidated Bank of Canada, Montreal, P.Q. Bills redeemable at par in Montreal, but all tens are worthless, having been stolen unsigned and signatures forged.
- Stadacona Bank, Quebec, P.Q. Bills redeemed at par in Quebec.

BANKS IN RECEIVERS' HANDS.

- Bank of Upper Canada, Toronto, Ont., in the hands of the Canadian Government as receiver. Bills are worth about 75 per cent. in Toronto, Ont.
- Mechanics' Bank, Montreal, P.Q., in the hands of a receiver. Bills worthless since February, 1882.
- Bank of Liverpool, Liverpool, Nova Scotia, in the hands of a receiver. Bills worthless.
- Bank of Prince Edward Island, Charlottetown, P.E.I., in the hands of a receiver. Bills worth about 25 per cent. of their face, but may increase in value before January, 1884.
- G. C. Chalmers, agent.

FAILED BANKS.

- Commercial Bank of New Brunswick, St. John, N.B.—Failed.
- Westmoreland Bank of New New Brunswick, Moncton, N.B.—Failed.
- Charlotte County Bank, St. Andrews, N.B.—Failed.
- Bank of Acadia, Nova Scotia, Liverpool, N.S.—Failed.
- International Bank of Canada, Toronto, Ont.—Failed.
- Colonial Bank of Canada, Toronto, Ont.—Failed.
- Agricultural Bank of Upper Canada, Toronto, Ont.—Failed.
- Farmer's Bank, Toronto, Ont. Failed.
- Bank of Canada, Montreal, P.Q. Failed.
- Bank of Brantford, Brantford, Ont. Failed.
- Bank of Clifton, Clifton, Ont. Failed.
- Bank of Western Canada, Clifton, Ontario. Swindled.

FAILED BANKS.

- The Metropolitan Bank of Montreal, P.Q., went

into liquidation about 1876, and redeemed all of its outstanding notes that were presented before the final closing up of the bank's business.

The Bank of the People, Toronto, Ont., organized about 1835, under the Scotch banking system, by Sir Francis Hincks and Charles Beaty, of Toronto, withdrew from business in a few years, but redeemed all of its outstanding notes. The bill plates were deposited with the Montreal Bank, Montreal, P.Q.

The Provincial Bank of Canada, Stanstead, P. Q., early established under the Free Bank Act, withdrew from business January, 1864, its notes being redeemed and the securities returned by Government.

Zimmerman's Bank, Elgin, Ont., established in 1854 under the Free Bank Act, became the chartered Bank of Clifton by Act of Parliament in 1858. The notes of the Zimmerman Bank were redeemed and the securities returned by Government.

Central Bank of New Brunswick, Fredericton, N.B. The bills of the Central Bank have been worthless since the time for redemption expired in January, 1882.

What Constitutes a Good Salesman?

The following letter of an English iron-monger to a London journal, stating the writer's views upon what constitutes a good salesman, or, as it is termed in England, assistant, will prove of interest to American readers :

"Let me give an employer's experience. I am in want of a good assistant. Now, what I call a good one is one that can serve either a lady or a shoemaker; can put up a parcel of lath-nails or soil electroplated cruet; that can serve one customer, and at the same time let any other customer who enters the shop know their presence is recognized; that when they find they are getting low in an article will put it down in the "goods wanted" book; that will grease a set of fire-irons or wipe a pocket-knife off before putting it away; that can sell a rim-lock, and put the right number of screws and other fittings up with it; that will use an old piece of paper where possible, instead of tearing a piece off of a new sheet; that can say "thank you" to a customer, instead of slapping their change on the counter without opening their mouths; that will take the same trouble and interest behind their employers' back as they will in their presence. Now, have I asked or looked for more than I ought to in a good assistant? I say "no." But take a newspaper of August 25, you will find that nearly 70 per cent. of the assistants applying for situations have only had six years' experience, many only four. Can they know their trade thoroughly? I say "no." Who is to blame for this? I wish to write in a fair spirit, and having, served as an assistant before I became a master, I think I can do so. I say employers as well as assistants. Many ironmongers work their business cheaply—or, at least, they think so—by keeping three apprentices to one assistant. Of course they keep on renewing their apprentices; what is the result? They send off their apprentices the moment they are out of their time. What place can they take, or who will have them? Has that master

done his duty faithfully to that apprentice? I say "no." Has that master really saved by his system of taking apprentices? I say where an assistant would take ten shillings from many customers the apprentice only takes two, and sends the customer away disappointed. I will prove this. Let any ironmonger who has a wife and family ask them which draper's or grocer's shop they like best. They will reply, "Oh, we like Brown's shop; you can get attended to there; he has got assistants who know what you want. If you go to Jones' or Smith's they have only got a lot of apprentices, who hardly know calico from silk." And these remarks apply just as forcibly to our trade. Another thing which I strongly condemn is that many masters stop their assistants' wages when they take their holidays—just the time when they want to spend more than ever. I always pay mine, and have never regretted it. I could write much more, but must not intrude on your space. As to the remarks about stock-keeping. I always look through your advertisements, and if I see a good thing I lay it before my assistants and see what they think of it. If they say it is a good thing, I say, "very well, I will order them, and shall expect you to sell them."

The State of the Anthracite Trade.

Business in anthracite coal, says the *Coal Trade Journal*, does not show any particular change. The circulars are out showing an advance, but as these price-lists are seldom obtained in reality, no great danger to the anthracite trade as a whole can be said to exist, because there is no present realization of them. There is a large tonnage being forwarded each and every week, and it would tend to a nearer approach to the list if the output was not so large. In view of the general condition of affairs, there is no reason to complain when it is possible to market so large a tonnage as we are doing, and realizing so good a figure (not the circular to be sure) as is being recorded. Each year finds new markets open to this coal because of its comparative cheapness and its superior quality as a domestic fuel. Apparently the most diverse opinions of the outlook are expressed in the following: One leader says there will be a famine for coal some time this year; another and very conservative one says, we can hardly do too much this year. In reality, are these opinions so very far apart? If one were to take the views of that portion of the wholesale dealers whose business is localized trade could not be much worse; on the other hand, we find concerns of equal magnitude, whose business is more diversified, who have no fault to find with the condition of affairs. It is well known that this particular market can be demoralized at any time with two cargoes of coal and four good drummers, and the number of each has been largely in excess of these figures within the past eight weeks. As we have so often stated, the trade at retail hereabouts in July and August has been lighter than heretofore in these months; this leaves the retailer with more or less coal in stock, and consequently he is not in the market for any great portion of the coal that does arrive at tidewater. Now that we have turned into September, trade is