

CUSTOMS AND EXCISE RETURNS.

	July 1880.	July 1879.	Inc. or Dec.
Montreal customs	\$676,983	\$452,366	\$224,617.
" excise	103,642	45,091	58,547.
Toronto customs	289,276	181,101	108,174.
" excise	49,826	30,226	19,600.
Hamilton customs	84,359	58,810	25,549.
" excise	27,999	25,966	2,033.
Halifax customs	73,102	50,949	22,153.
" excise	15,814	13,838	1,976.
St. John customs	60,182	44,726	15,456.
" excise	73,910	53,101	20,809.
Kingston customs	22,339	18,013	4,326.
" excise	16,307	9,805	6,502.
Belleville customs	3,086	4,712	1,626.
" excise	6,184	4,687	1,497.
Ottawa customs	12,391	8,865	3,526.
" excise	8,127	6,598	1,529.
Brantford customs	2,706	2,667	39.
Guelph excise			

—The reports of the British Board of Trade for the half year ending with June last, show a considerable increase both in imports and exports. The former amounted to \$1,053,000,000, as against \$863,000,000 during the corresponding period last year, and \$948,000,000 during the first half of 1878. Exports are valued at \$538,000,000, as compared with \$441,000,000 in 1879 and \$473,000,000 in 1878. For the month of June the increase in imports over June last year is \$46,000,000, and the increase in exports \$20,000,000. A large increase in exports appears under the head of cotton, cotton piece goods, linen piece goods, iron and steel, wool, worsted stuffs and carpets, though the augmentation is not so striking when compared with 1878. The heaviest and most enlarging market for cotton piece goods in British India.

—The Chief of the United States Bureau of Statistics says, with respect to immigration into the ports of Baltimore, Boston, Detroit, Huron, Key West, New Orleans, New York, Passamquoddy, Philadelphia and San Francisco, there arrived at the above-named ports during the month of June, 1880, 78,356 passengers, 72,567 of whom were immigrants. Of the total number of immigrants arrived, there were—from England, 7,812; Scotland, 2,138; Wales, 102; Ireland, 14,190; Germany, 13,548; Austria, 3,450; Sweden, 7,459; Norway, 3,983; Denmark, 1,062; France, 409; Switzerland, 609; Spain, 10; Holland, 310; Belgium, 88; Italy, 982; Russia, 711; Poland, 373; Hungary, 648; Dominion of Canada, 12,323; China, 1,789; Cuba, 57; all others, 170.

—The Quebec Legislature has granted an act of incorporation, with very full powers, to the Colonial Gold Mining Co., organized in New York, whose operation in the Beauce gold fields was recently noticed. It is expected that their head office will be moved to Montreal, where a Mr. Adolphe Ouimet, who has taken a lively interest in the development of the above gold-bearing section, has been appointed as the company's

representative. We should state, that the nugget found on the Compayn's property on July 5, weighed *one pound*, instead of half a pound, as previously stated.

—It is stated that the Canadian phosphate trade is likely to be affected by the construction of new railway lines in Spain, which are to open up extensive deposits, but the exports of apatite hence this year, will, it is expected, exceed those of last year by about 4,000 tons.

INSTRUCTIONS TO SALESMEN.

The following words of advice, said to have been published in a book issued by a New York firm, for the guidance of their employees, are well worth considering:

Toward customers be obliging, be invariably polite and attentive, whether they be agreeable or exacting, without any regard to their class or condition, unless, indeed, you be more obliging and serviceable to the humble and ignorant.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be agreeable to all.

Cultivate the habit of doing everything rapidly, do thoroughly what you undertake, and do not undertake more than you can do well.

Serve buyers strictly in their turns. If you can serve two at once, very well, but do not let the first one wait for a second.

In your first minute with a customer you give him an impression, not of yourself, but of the house, which is likely to determine, not whether he buys of you, but whether he becomes a buyer of the house or a talker against it.

If you are indifferent, he will detect it before you see him, and the first impression is made before you have uttered a word.

At the outset you have to guess what grade of goods he wants—high-priced or low-priced. If you do not guess correctly, be quick to discover your error, and right yourself instantly.

It is impertinent to insist on showing goods not wanted; it is delicately polite to get to exactly what is wanted adroitly and on the slightest hint.

Do not try to change a buyer's choice except to this extent: Always use your knowledge of goods to his advantage if he wavers or indicates a desire for your advice.

The worst blunder you can make is to imitate in a supercilious manner that we keep better goods than he asks for.

Show goods freely to all comers, be as serviceable as you can to all, whether buyers or not.

Sell nothing on a misunderstanding, make no promises that you have any doubt about the fulfilment of, and, having made a promise, do more than your share toward its fulfilment, and see that the next after you does his share, if you can.

SHOOTING AT A CREDITOR.—An unusual instance is related in the *New York Times*, of a dispute between debtor and his persistent creditor, resulting in an assault and a discharge of firearms. It seems that one Thos. Grady, aged 37 years, some weeks ago opened a liquor saloon at Pitt and Broome streets. It is alleged he failed to pay for the fitting up of the place. Among his creditors was John J. Clarker, of No. 221 Division street, a boss carpenter. On Monday, Clarker went to the saloon, and demanded the payment of the bill for carpentering, Grady refused to settle, and a dispute followed, during which Clarker struck Grady a blow in the face.

Grady seized a revolver, and fired it repeatedly at Clarker. Four bullets lodged in the wall, but a fifth struck Clarker in the arm. By this time Officer McGeorge, arrested Grady, who was taken before Justice Wandell, where a charge of felonious assault was made against him. He denied it, and claimed that Clarker had come in his saloon and ordered some liquor for which he refused to pay. He fired the revolver simply to frighten the complainant into paying. The prisoner was committed to await trial in default of \$1,500 bail.

A WEALTHY CITY.—Frankfort-on-the-Main, with a population of about one hundred thousand, is reported to be the richest city of its size in the whole world. It is asserted that there are 100 Frankforters worth from \$4,000,000 to \$5,000,000 each, and 250 who are worth \$1,000,000 and upward. The city is one of the great banking centres of the globe. Its aggregate banking capital is estimated at \$200,000,000—more than one fourth of which the Rothschilds, whose original and parent house is there, own and control.

FRENCH CROPS.—The Paris correspondent of the *London Economist* gives the following account of the crops in France. Excellent accounts are received of the grain crops. Rye is being cut all over France, and the wheat harvest has commenced in the South. In another week the grain will also be ripe in the central zone. The reports of the wheat are good, and the yield is expected to be a full average—perhaps a little above. The rye, which is largely grown in France, is in many places described as the finest remembered. Oats are also a heavy crop and of magnificent quality.

—The fast passenger locomotive, which was built by the Baldwin Locomotive Works to run on the Reading Railway between New York and Philadelphia at the rate of 60 miles per hour, was, last month, bought by F. W. Eames, of Watertown, for brake trials and tests in England. It will be immediately fitted up with the Eames duplex automatic vacuum brake, and shipped to London. Mr. Eames proposes, while showing the action of his brake on railway trains at the highest speed possible to attain, at the same time to settle the vexed question of the relative superiority of American and English locomotives.

—The stockholders of the Gatling Gold Company, Madoc, have decided to accept the offer made by R. P. Rothwell to purchase the property of the company for the sum of \$100,000. Mr. Rothwell had previously organized a company in New York and had purchased the Gen. Turtle property for \$40,000, and other valuable properties in the vicinity, and the whole will now be consolidated and operations carried on, on an extensive scale.

—There were 232,424 saw logs floated down the Moira river into the harbor at Belleville. More than half of them are the property of Messrs. Gilmour & Co. Messrs. Rathbun & Son took over 50,000 out of that stream.

—So many logs have got fast in the streams in New Brunswick that some of the mills near St. John have had to suspend operations.

—Ten car loads of iron ore were received at Belleville from the Madoc Hematite mine on Monday. Vessel owners ask 40 cents per ton to Charlotte, against 32½ cents two weeks ago.

—In Winnipeg, new potatoes bring \$2 25 per bushel; old are said to be very scarce, and command \$1.40.

—Four vessels are loading at Montreal with phosphates for England.