

## TRADE CHAT.

**B**EFORE the middle of this month the Sault Ste. Marie canal, on the Canadian side, will probably be open for traffic. The masonry work is finished, and the lock-gates, seven in number, are on the ground ready to be put in. If all goes well water may be let into the canal as early as 10th July and it is safe to say that unless something unusual and unexpected happens the canal will be ready to receive traffic by the 15th July and probably before.

A. Greenhill & Co. is the name of a new dry goods firm in Kingston.

John Catto & Son, Toronto, will erect a fine addition to their premises at a cost of \$15,000.

The Hudson Bay Co., at Rat Portage, are erecting an addition to their store to double its capacity.

J. Cameron & Co., Petrolea, have settled permanently in that town with a new and handsome store.

The capital stock of the Montreal and Chicago Merchants' Shipping Co. has been reduced to \$40,000.

A firm in Delhi have been fined for ignorantly enclosing an explanatory note in parcels of goods sent by mail.

The wholesale dry goods and clothing houses of Winnipeg now close daily at 5 p.m. for the benefit of their employees.

Mr. Kennedy, the European buyer for W. A. Murray & Co., Toronto, has gone to European markets.

A. Brown & Co., who recently opened up in Blackstock with a stock of groceries and dry goods, are reported to be doing a nice trade.

G. M. Smith, of Halifax, has gone to England and the Continent. He goes to purchase the autumn and winter stock for their firm.

The July Textile World is modern. Instead of its great blanket pages, it now appears in magazine form. The matter is as original and valuable as usual.

Marriages—M. C. Burt, merchant tailor, Toronto Junction, to Miss S. Stump; D. G. Douglas, of Kennedy & Douglas, tailors, Toronto, to Miss Ida Cumming.

James A. Cantlie, vice-president of the Montreal Board of Trade, accompanied by Master Frank Cantlie, left on Friday for Gaspé for a fortnight's salmon fishing.

A. F. Gault left for England recently by the Parisian. Mrs. Gault and family left last week for Cacouna, where they will occupy their pretty cottage this season.

Ramsay & Morlock, of St. Mary's, have leased the store lately occupied by George Woodland, in Bolton, and will open out a stock of dry goods during the first week in July.

A new store is being fitted up in the Flood block, Paisley, for J. Colborne, general merchant of that town. Mr. Flood will move into his new premises about September next.

Over twenty new buildings are in course of erection in Huntsville. Thirty-four were burned during the recent fire. "Huntsville will be on its feet again in a few months," remarked a traveler.

The Moose Jaw board of trade has issued a circular to boards of trade, municipal councils and agricultural societies in Manitoba and the Territories on the question of prairie fires, with a view of having some concerted action taken to lessen the danger from such fires. The board thinks that the railway com-

panies should be compelled to make fire guards along their lines; that the government should make guards through the unsettled country.

The T. E. Mara Company, London, have purchased all the balance of goods shipped to the late firm of Spittal, Burn & Gentleman, and which were stopped in transit, at 50 cents on the dollar.

Fire broke out in Gourley & Rankin's large general store at Maple Creek, on June 12, and the store with entire stock was burned down. The building and stock were partly insured. Insurance on the stock was \$11,450.

In the rotunda of the Toronto Board of Trade the Australian products of honey, butter, wines, woods, and canned meats and soups, and 100 samples of wool sent from the sheep and wool department of the Technological Museum, at Sydney, were recently on exhibition.

Mulhall estimates that the agricultural earnings of the United States are \$3,490,000,000; the earnings from manufactures, \$4,330,000,000; from mines, \$480,000,000; from transportation, \$1,155,000,000; from commerce, \$160,000,000; from shipping, \$60,000,000; from banking, \$260,000,000.

St. John's, Nfld., since the fire, has built up rapidly, and the fine blocks of buildings that have been erected along Water street are highly creditable to the merchants. The streets also have been much improved, and altogether the new St. John's will be a much brighter and handsomer city than the old St. John's.

R. G. Silk & Co., carpets and oilcloths, Montreal, have assigned on the demand of the MacFarlane Shade Co.; liabilities, \$10,514.31. Principal creditors: Thibaudau Bros., \$1,292; A. & M. Miller & Co., \$986; S. Greenshields, Son & Co., \$1,283; Gault Bros., \$1,187; Geo. H. S. Hees, Son & Co., Toronto, \$533; T. G. Foster & Co., Toronto, \$1,868.

Always give the commercial traveler a welcome, says an exchange. He can give you more information than any man in existence. If you want to keep posted on what the trade is doing or what class of goods your competitors are running, keep on the right side of the traveling man. Don't give him the cold shoulder when he enters your store. He is not a highwayman, but on the contrary is one of the best-natured, whole-souled, big-hearted fellows that you want to meet. He can give you more "pointers" in five minutes than any man in existence. He knows that you can't give him an order every time he calls on you, and has good sense enough not to expect it, but a kind word to him costs nothing and frequently goes a great way.

The first of the Montreal fur cases came up for a hearing on June 9th, before Judge Sicotte, and resulted in a knock out for the inspectors in both the cases heard. The cases against Volkert & Co. and F. Schnauffer were dismissed, as the skins seized by Inspector Lessard as unprime were found to be prime. After these cases were dismissed B. Levin & Co., Youngheart, Valberg & Co., and Greenshields & Co., asked that their cases be dismissed also. Mr. Germain, for the defence, asked that experts be appointed to examine the skins, and Messrs. Gnaedinger and Payette were appointed, the cases then being postponed until Monday next. Then counsel asked that the inspector be ordered to keep the seized skins in a cool and safe place, for since they had been seized the mink skins had deteriorated in value at least 25 per cent. This was granted, and the court adjourned. The fur men are indignant at the way the skins have been handled, and those whose cases were dismissed want to know who is going to pay for the loss of value.