

P. A. Murphy, Montreal.
Hardman Bros. & Co., leather belting, Montreal.

R. Duguay, Petit Pabos.
A. Lafortune, groceries, Montreal.
Jos. Poupart, groceries, Montreal.
G. Giroux, carter, Montreal.

PROVINCE OF NEW BRUNSWICK.

Wm. Tait, St. John.
A. Christie & Co., contractors, St. John.
R. A. Chapman, shipbuilder, Moncton.

PROVINCE OF NOVA SCOTIA.

E. A. Poole, Digby.
T. Cecconi, Halifax.
D. H. Rouseffell, Kentville.
W. J. Nelson, general store, Lunenburg.

Correspondence.

AN HONEST STOREKEEPER'S COMPLAINT.

Bridgewater, N.S., March 27th, 1879.

To the Editor of the *Journal of Commerce*.

DEAR SIR,—Taking it for granted from the interest your paper takes in all matters relating to trade, I wish to give you a little information from this place, and ask a few questions. There is no place of the same size where more unblushing and scandalous failures have been made than here. We have men among us now who have made more out of their failures in one or two years than the honest dealer could have done in twenty. One man in connection with another buys out a hotel, runs it for a year or so, and bursts up,—result, a nice new house and property, with all the equipments, barns, horses and outhouses, all paid for, a brand new store started, owned by the sister, &c., that can undersell the whole village, all owing to the insolvent Act. Then within this last year there have been three failures, and, in each case, after a compromise had been effected, the store that was so empty at the time of stocktaking, shewed full shelves again, and again the honest dealer has to suffer.

There is now another peculiar case: a man, who has no ideas of business, buys out a stock of goods, and everything else that comes along. He associates himself with another who is to run one branch of this business. They find running the business does not pay well enough. About nine months ago they dissolved, and now the retired partner issues a writ of attachment while he carries on a business in another part of the same building. Another branch of this happy individual's business is run a flight higher up. All the materials and stock connected with that business is now the property of a former assistant. Yet your Montreal drummer could not sell this man goods fast enough, helping him to ruin himself and interfere with people who really have both capital and experience.

The cases referred to are only a few of what we have occurring here continually. Governments may alter and twist tariffs, and Journals such as yours can write columns of sound business advice on the evils of the credit system and benefit of the cash principle, but it all comes to this, how can you expect four or five traders who are honestly inclined to pay their debts, dollar for dollar, and live, when numbers of men are compromised with, on the ten and twenty-five cent principle, and then, lastly, let loose on the *En Bloc* system, with shelves filled by magic, with goods that for a time belonged to a brother, or sister, or aunt in the country, until the trouble has blown over. If you can, Mr. Editor, give us an explanation of this *En Bloc* arrangement, we may all, the few that are solvent, be benefited by it. Perhaps you can inform us of some other kind of an *En Bloc* that will keep such cases out of business as the above referred to, and, instead of giving us poor country merchants so much advice about buying, please give your Montreal merchants a little advice about not being quite so anxious to sell fifteen to twenty shop keepers' goods in a place of this size; and, if the

drummer has to come, let him come as a salaried man, not as one who depends on the commission he is to make, by selling to every person who will buy from him. If you see fit, Mr. Editor, to publish this, in whole or part, or notice in any way agreeable to yourself the facts contained therein, you will greatly oblige

EN BLOC.

Commercial.

MONTREAL GENERAL MARKETS.

MONTREAL, April 3rd, 1879.

The business of the week presents no peculiar features. Business in most departments is quiet, and likely to experience but little movement until the opening of navigation. The weather has been very changeable during the week, and winter and spring appear to be struggling for the mastery. The ice on the river is as solid as in the month of February. Milder weather prevails in the west, and the usual muddy roads of the season obstruct travel. The general feeling points to an improvement in business; confidence has been largely restored, the better class of speculative stocks are somewhat firmer and incline upward. The money market is unchanged.

ASHES.—Receipts of Pots moderate. The demand has fallen off very much, and price has declined to \$3.70 to \$3.75 for Firsts. Seconds sold at \$3.40. Thirds cannot be had. *Pearls*.—No sale of Firsts reported 15 brls Seconds were taken for the States at about \$1.60. Receipts since 1st January 1821 brls Pots and 102 brls *Pearls*. Deliveries 1020 brls Pots and 191 brls *Pearls*. Stock in store at six o'clock on Wednesday evening, 1924 brls Pots and 149 brls *Pearls*.

BOOTS AND SHOES.—Business has been fairly active during the past week, and manufacturers have orders in hand sufficient to keep them busy for two or three weeks. Prices remain without change, but are firm at quoted rates.

DRUGS AND CHEMICALS.—A moderate amount of business has been doing during the past week. The inclement weather has had a slightly depressing effect, and orders have not come in so freely as the previous week. In absence of advices from England, this week's mail not having arrived, we are unable to report upon the state of the markets there.

DRY GOODS.—The business of the season compares quite favorably with that of the corresponding period of last year. There is as yet no time fixed for an advance in Canadian Cottons and other goods in this department, and it is possible that it may be postponed for an indefinite period, owing to the heavy stocks held throughout the country. Prices as yet may be said to favor buyers. See *Prices Current* for quotations.

FLOUR.—The market continues inactive, but without change in price excepting in white wheat flour, Extra and Superior having been sold at five cents decline. The stock shows an increase of about 12,000 barrels as compared with same date last year, say 80,000 barrels against 68,000.

GNOCCHIES.—Apart from the harvest of death amongst our mercantile community, which was remarkably great during the week, there is little of interest to note. *Sugars*.—With a proposed addition to our Refineries and the probability of a good deal of direct imports of healthful Raw Sugars and Molasses from the West Indies, it is likely a very considerable change will be made in the business. Profitable return cargoes are wanted to make this trade what it

should be, and commercial energy and enterprise ought to be bent in that direction. Markets here rather easier for White and Yellow Refined Sugars. Granulated is 8½c. to 9½c. Yellows 7c. to 8½c. Raw Sugars 6½c. to 7½c. *Molasses and Syrups*.—Business light, market nominally unchanged, although Molasses tends to rather lower figures. *Teas*.—Both here and in New York the amount of business has been light. Prices are without notable change. It appears there is considerable movement in Britain in the withdrawal of Tea from Bond possibly having to do with some fancied increase in duty. *Rice*, from \$4.25 to \$4.45. *Coffees*, light trade to report at prices as of late current. *Chemicals*.—Bicarb Soda held for slight advance. Salt-petre, duty increases price. *Spices*.—Cloves very firm and reported higher in the East. Pepper quiet, also Nutmegs and Ginger. *Fruits*.—Valencia Raisins keep from 6c. to 6½c. Malaga fruit dull. Currants, also dull. In Fish and Oils there is intimation that such arrangements may be made with Newfoundland as will likely prevent proposed duties being put on.

HARDWARE.—No advance in nails as yet, and no indication of any, beyond what has been already indicated. We notice our reports of two and three weeks ago are being reproduced in certain commercial journals the present week. Our readers may depend on being kept promptly advised of prospective changes.

LEATHER.—Business in this line continues fairly active, and prices rule about the same as last week. Waxed Upper is in demand, also, Light Slaughter Sole.

LIVE STOCK.—The arrivals of live stock last week were fifteen carloads of cattle. At the St. Gabriel market last Tuesday there was only a small supply, and prices of good cattle ranged from 3½c. to 4½c. per lb., live weight. The following sales were made; two fat cows at from 3c. to 3½c. per lb., one car load of cattle at from 3½c. to 4½c. per lb., eleven cattle at from 3½c. to 4½c. per lb.; three cattle at from 3½c. to 4½c. per lb.; ten cattle were sold at \$4.75; and twenty-eight cattle at \$5 per 100 lbs. Eighty live hogs were received from Chicago, said to be worth considerably more than any of those on this market. The Eastern Fair of the County of Wellington was held at Guelph on Wednesday, and is said to be one of the finest displays that has ever taken place there, both for numbers and quality. There were some 600 head offered for sale, the average weight being 1,300 lbs. Prices ranged from \$3.50 to \$5.37, live weight. Large numbers of buyers were present from Toronto, Montreal, Kingston, &c. The price realized for choice animals went as high as \$8.50 per cwt. Animals from Goderich took the highest premium. In addition to regular buyers, representatives were present from the London Oil Refining Company, who paid fair prices for several lots of choice animals for the London, Liverpool and Glasgow markets.

LUMBER.—Prices continue depressed in England. Now and then a buyer finding his stock requires assorting, enquires around for offers, though perhaps nothing is done, but immediately the news is out that spruce or pine, as the case may be, is firmer, more enquiry, &c., &c. But the fact is, nothing can be sold except at wretched prices, and the offers buyers sometimes make leads to the query as to whether they really think deals will be made for those figures, as to cover even the mere cost it would in some cases be necessary to steal the logs and in others steal the deals already sawn up. We know of one London buyer who gravely offered a Quebec house equal to an average of \$4.70 per M. feet f.o.b. for a cut of spruce, quality, specification and place of shipment being in every respect first-class, and objected to make any advance when politely refused with thanks. The last sale we hear of is three million feet wintering spruce deals from the vicinity of St. Thomas, Lower St. Lawrence, at an average, we under-