

derstands the efficaciousness of his own powers, will seek to use them so to direct his client's attention as to lead him into action on his own motives, and for his self-suggested reasons. The solicitor who is wise will appear rather to be a guide into the right path of action, than a commander who compels the following of that path.

The truly inspired solicitor will so deal with his client as to secure that man's continued friendship; not beguile him into doing something which his after-judgment will disapprove, but which that judgment will sanction and confirm. Every man so insured will be for him a co-advocate in his work. A satisfied constituency of policy-holders is an agent's most valuable and longest enduring business possession.—
Insurance Press

Commercial.

MONTREAL MARKETS.

MONTREAL, Oct. 9th, 1895.

ASHES—Business has been light since last writing, and shipments few. First quality pots are quoted at old figures, namely, \$4.05 to 4.15;

seconds are scarcer and rather firmer at \$3.80 to 3.90. Pearls remain very dull and nominal at about \$4.75, though it is reported some have been bought at lower figures. Stocks in store are about 120 brls. pots and 75 brls. pearls.

DAIRY PRODUCTS.—The shipments of cheese last week were 67,772 boxes, some 9,700 boxes short of the corresponding week last year. With regard to values in cheese there is not much difference from a week ago; the demand is, perhaps, a little better, and the tone steadier. Fine Western may be quoted at 8c. per lb. and a fraction over; Quebec, 7½ to 7¾c. The butter market shows more activity, especially in fine makes, and for choicest creamery 19 to 19½c. per lb. is being paid. Dairy makes are not notably firmer, 15c. being about the figure for Townships, and 13 to 14c. for Western. Eggs are moving upwards, and 13c. per doz. is quoted for finest.

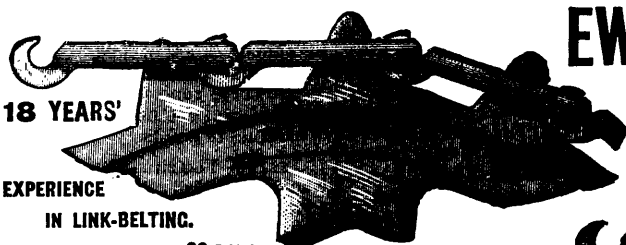
DRY GOODS.—Canadian mill agents have this week issued further circulars to the wholesale trade, notifying additional advances in gingham, flannelettes, shirtings, cottonades, tickings, denims, carpet warp, etc. The average of advance is equal to about 5 to 7½ per cent. on the recently revised prices. Raw cotton continues to go up, being now quoted in New

York at 9½c. Some of the woolen mills have also given notice of a similar advance on flannels and tweeds. Travellers in the country report moderate sorting business. City retailers are not wholly satisfied with the amount of business doing.

MONTREAL GRAIN STOCKS IN STORE.

	Sept. 30, '95.	Oct. 7, '95.
Wheat, bushels.....	234,497	263,145
Corn, "	3,218	2,518
Oats, "	90,929	78,462
Rye, "	2,851	2,851
Peas, "	11,048	33,505
Barley, "	621	621
Total grain.....	343,164	381,102
Flour	24,712	22,582

GROCERIES.—The sugar market shows up strong, and two advances, each an eighth of a cent, have been established since last writing, making the factory figure for granulated now 4½c. per lb., with a probability, it is claimed, of 4¾c. being shortly reached. The same proportion of advance has been established in yellows, which now show a range of from 3¼ to 3¾c. There is rather an improved demand for molasses from jobbers, but prices are as before,



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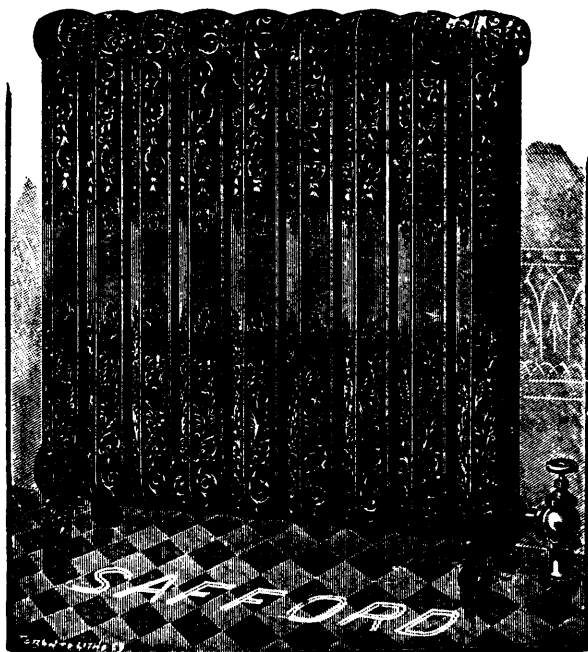
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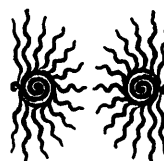
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