

PRACTICAL HINTS.

If a customer cannot pay his account at the end of thirty days, the probabilities are he can not pay at the end of sixty days.

A display of choice goods in the front of a store, fitted out with fine price labels, is a material aid in drawing custom.

If a customer wants a special brand of goods which you do not keep, get it for him, or his trade may go where the specialties are kept.

It is a good plan to send a bill with each order for goods which is filled. If there is any error, the purchaser can ascertain it at once, and much trouble will be saved. We know a retailer who has special bills printed for this purpose, and he says it is a great success in the way of keeping accounts correct.

The retailer who advertises in his local paper should see that the matter in his advertisement is changed with each issue of the paper. Consumers soon learn that fresh advertisements mean fresh goods.

A covered delivery wagon is a good investment (where the extent of business warrants it). So is a first-class ice chest, with plenty of ice.

In bill heads, the following, printed in a corner with colored ink, is of value: "We expect prompt settlement of all accounts on the first of each month, and on this basis only do we grant credit."—*St. Louis Grocer*.

THE TEXTILE INDUSTRY OF FRANCE.

On comparing the statistics of the textile industry of France during the first six months of 1887 and 1886, we find that the importation of raw textile materials fluctuated to some extent, and that wool and silk decreased in the present year, the figures being:

	1886.	1887.
Wool	266,075,000f	231,377,000f
Silk	152,718,000f	148,315,000f
Cotton	107,110,000f	131,751,000f
Flax	34,520,000f	39,714,000f

The importation of manufactured products increased as regards silk tissues, whereas woollen textile goods and spun and woven cotton diminished. The exports are more important during the first seven months of 1887 in raw wool, silk and cotton. As regards French manufactured goods, the exportation gave results more or less favorable according to the articles in question. The following shows the exports during the six months:

	1886.	1887.
Silk tissues	146,739,000f	129,643,000f
Woollen textiles	203,444,000f	191,744,000f
Flax or hemp	7,872,000f	5,509,000f
Cotton textile goods ..	59,850,000f	66,239,000f
Woollen yarn	19,775,000f	20,426,000f
Flax or hemp yarn ..	3,269,000f	4,783,000f

In fact, it appears that the French textile industry was less active during the first seven months of the present year than it was in the corresponding period of 1886. With the exception of cotton, less raw material was imported, and the exportation of manufactured goods shows a marked decrease in the aggregate.

SANCTUM RULES.

Opie P. Read says that he lately saw, pasted over the desk of the city editor of a Georgia paper, the following instructions:

"All brides are lovely, beautiful and accomplished, except they be old and tough widows, and then they are amiable and cultivated.

"All merchants who advertise are enterprising, wide-awake and a credit to our city. The names of those who do not advertise must not appear in our paper.

"All old lawyers are able and worthy of a place on the supreme bench. Young lawyers are promising and silver-tongued.

"Conductors on passenger trains are gentlemanly and courteous.

"Doctors are eminent.

"Farmers are intelligent.

"Candidates who put their announcements in our paper are gaining ground every day. Those who do not announce are likely to be defeated.

"Under no circumstances must these rules be broken."—*Journalist*.

GREAT BRITAIN'S LEATHER INDUSTRY.

The leather industry of the United Kingdom is undergoing some radical changes. Since 1840 the product has doubled, and the annual output now averages six pounds to each inhabitant. In 1840 British hides formed 55 per cent. of the entire quantity consumed in the tanning factories; now her Majesty's subjects depend very largely on foreign countries for their hides, the home market furnishing only 30 per cent. of those converted in the tanneries. Fifty years ago Great Britain imported most of her hides—about 28,000 tons a year—from South America. Now the sources of supply include Australia, New Zealand, the United States and North American provinces generally. In 1836 there were 5,000,000 cattle in the United Kingdom, against 6,500,000 at the present time; at that time Great Britain had 32,000,000 sheep, against 36,500,000 at the present time. Last year there were tanned in the United Kingdom 1,221,235 cwt. of hides; leather gloves manufactured, 1,407,311 pairs; boots and shoes manufactured, 102,135 pairs. Probably more leather for general use, or common purposes, is produced in England than in any other country, in proportion to the population.—*S. & L. Review*.

THE NAMES DICKENS USED.

During my boyish days, says a writer in *Notes and Queries*, when Dickens always stayed at Broadstairs, near Ramsgate, it was generally remarked among his friends and acquaintances that he had taken all the names of the characters in "Pickwick" from persons residing in Ramsgate. There was Weller, the straw hat manufacturer and hosier in High street, near the market; Mr. Tupman and Mr. Snodgrass lived higher up; Mrs. Bardell also lived near; and more names than I can now remember were inhabitants of either Ramsgate or Broadstairs. Dickens hardly ever laid his friends under contribution either for ridicule or notoriety. When he found earnest men doing good work unobserved he might draw aside the veil of obscurity to depict the "silver lining" to the black clouds of life, such as in the case of the Brothers Cheeryble, who were, as is well known, the brothers Grant, of Manchester, but daily life and peregrinations at midnight furnished him with such a world of incident that his task was more that of a cheerful historian than of an imaginative novelist.

—According to the *Quebec Chronicle* there is little doing in the timber market of that city at present. That journal has heard of two rafts of small, ordinary timber changing hands at 16 cents per foot. The following is the comparative statement of timber, staves, &c., measured and culled to 14th September, 1887.

	1885.	1886.	1887.
Waney White Pine	2,209,685	2,589,583	2,016,487
White Pine ..	1,619,709	2,496,331	1,035,435
Red Pine	60,614	245,120	635,890
Oak	1,376,224	922,369	536,442
Elm	947,745	378,936	196,872
Ash	251,996	126,885	94,566
Basswood	47	218	535
Butternut	3,083	192	1,079
Tamarac	2,186	3,511	5,507
Birch & Maple	380,268	160,641	116,694
Std. Staves ..	45.8.2.10	61.4.3.9	43.1.0.23
W.I. Staves ..	81.8.0.20	100.7.2.23	118.4.1.10
Brl. Staves ..	195.9.3.25	15.0.3.26

Commercial.

MONTREAL MARKETS.

MONTREAL, Sept. 21, 1887.

ASHES.—The market has developed another turn upwards, first quality pots now being quoted at \$4.30 to \$4.40 for good tares. Receipts last week were very light.

BOOTS, SHOES AND LEATHER.—A falling off

in boot and shoe orders is perceptible; common coarse lines are selling fairly, but, on the whole, business is not up to the level of this time last year; probably the advent of wet fall weather will help trade. Leather is rather quiet, shoe manufacturers seemingly buying for wants as they arise; stocks are pretty full in all lines and values tend to easiness. The English market is not very favorable to the shipment of splits and buff. We quote:—Spanish sole, B. A. No. 1, 24 to 25c.; do., No. 2, B. A., 20 to 22c.; No. 1 Ordinary Spanish 21 to 23c.; No. 2 do., 19 to 21c.; No. 1 China, 21c. to 00; No. 2, 19c. to 00; Hemlock Slaughter, No. 1, 25 to 27c.; oak sole, 42 to 47c.; Waxed Upper, light and medium, 33 to 37c.; ditto, heavy 32 to 35c.; Grained 34 to 37c.; Scotch grained 36 to 42c.; Splits large 20 to 27c.; do. small 16 to 20c.; Calf-splits, 32 to 33c.; Calfskins, (35 to 46 lbs.), 70 to 80c.; Imitation French Calf skins 80 to 85c.; Russet Sheepskins Linings, 30 to 40c.; Harness 24 to 33c.; Buffed Cow, 12 to 15c.; Pebbled Cow, 11 to 15c.; Rough 23 to 26c.; Russet and Bridle, 54 to 55c.

DRUGS AND CHEMICALS.—There has been no falling off in the steady jobbing movement in these lines, and values do not show much disturbance. Sal Soda is rather firmer, and Bi-Carb a little easier, but other lines are all steady. We quote:—Sal Soda 85 to 90c.; Bi-Carb Soda \$2.30 to \$2.40; Soda Ash, per 100 lbs., \$1.65 to \$1.75; Bichromate of Potash, per 100 lbs., \$10 to \$12.00; Borax, refined, 10c.; Cream Tartar crystals, 33 to 35c.; do. ground, 35 to 36c.; Tartaric Acid crystal 55 to 60c.; do. powder, 60 to 65c.; Citric Acid, 80 to 85c.; Caustic Soda, white, \$2.40 to \$2.60; Sugar of Lead, 9 to 11c.; Bleaching Powder, \$2.60 to \$2.75; Alum, \$1.60 to \$1.65; Copperas, per 100 lbs., 90c. to \$1.00; Flowers Sulphur, per 100 lbs., \$2.50 to \$2.75; Roll Sulphur, \$2.00 to \$2.25; Sulphate of Copper, \$4.50 to \$5.00; Epsom Salts, \$1.25 to \$1.40; Saltpetre \$8.75 to \$9.25; American Quinine, 60 to 65c.; German Quinine, 55 to 65c.; Howard's Quinine, 70 to 75c.; Opium, \$5.75 to \$6.25; Morphia, \$3.00 to \$4.00; Gum Arabic sorts, 70 to 90c.; White, \$1 to \$1.25; Carbolic Acid, 55 to 65c.; Iodide Potassium, \$4.25 to 4.50 per lb.; Iodine, \$5.50 to \$6.00; Iodoform \$6.50 to \$7.00. Prices for essential oils are: Oil lemon \$2.00 to \$2.50; oil bergamot \$3.00 to \$3.50; Orange, \$3.50; oil peppermint, \$4.75 to \$5.00; Glycerine 25 to 26c.; Senna, 18 to 30c. English Camphor, 40c. American do. 35c.

DRY GOODS.—The wholesale warehouses do not exhibit much bustle, matters being even quieter than at last writing. Travelling salesmen who have been in Toronto during the exhibition have done fairly well in taking orders from customers visiting the great show, but the great majority of travellers are still at home. Stocks of fall goods in country stores are not greatly broken into yet, and the fine open weather is not favorable to city retail trade which is still of a quiet character. There is, we are glad to note, some little improvement in collections, which, it is hoped, will continue. The customs' statistics for August show a falling in imports of dry goods as compared with August, 1886, the figures being \$947,590 for 1887, as against \$1,021,438 in August, 1886. The total of dry goods imports for the eight months to August 31, 1887 is \$7,077,500, as against \$6,480,600 for the same period of 1886.

FISH.—The new catch of Labrador herrings are to hand, and are of unusually good quality, values are hardly settled yet, but range from \$5.25 to \$5.50; dry cod, \$4.10 to \$4.30; green cod \$4.25 to \$4.50.

HIDES.—A good demand exists for green hides, Quebec tanners having been buying pretty freely; dealers are still paying on the basis of 7½c. for No. 1, cured have sold at 8½ to 8¾c. Toronto hides selling at same figure; calfskins very dull at 8c.; lambskins coming in freely and steady at 55c.

FURS.—We have nothing new to report in this line. Our remarks of last week anent early killing apply to all fur-bearing animals, and not to muskrats only, as perhaps might be interpreted. We still quote for prime skins:—Beaver, \$3.50 per lb.; bear, \$10 to \$14.00; cub do., \$4.00 to \$7.00; fisher, \$5; red fox, \$1.00; cross do., \$2 to \$5; lynx, \$2 to