#### HINTS TO RETAILERS OF BOOTS AND SHOES.

Never allow a customer to leave your store dissatisfied. It is much easier to retain than regain his confidence.

Use every reasonable persuasion to induce a

customer to purchase superior rather than inferior goods. If he pays more than he intended he will realize in the end that you counseled him wisely.

It requires courage to try to convince a lady It requires courage to try to convince a may that a boot or shoe one size larger would be more suitable for her. The advice, albeit excellent, may cost you a customer.

Turn your stock often. Goods are more attractive when they are fresh, even if they don't get out of fachion.

get out of fashion.

Don't buy more than you want because your credit is good. The way to preserve your credit is never to strain it.

Work off your shop-worn goods at any reasonable price. Age impairs their value. If your show windows are much exposed to the sure how with a sure how with the sure how with a sure how with the sure how with t the sun, protect them with awnings or cur-tains. Change the location of the show goods

frequently; people like variety.

Be careful not to let the dust accumulate in show windows. Gauze screens inside will protect goods from flies. glass bright. Keep your window

Never place patent leather goods in the sun.
Extreme heat will crack the leather as quickly as extreme cold. Do not put rubber goods in the sun for any length of time. They will They will blister.

In congress shoes, the elastic should be of the very best quality, and a full size larger than the gore (cut). They will wear twice as long. Better replenish congress shoes on the lower shelves, and in the coolest place you can find. Heat expands the elastic. It also soft-Heat expands the elastic.

ens the grease.
Study how to make the most attractive study how to make the most attractive when they are not Study how to make the most approach to make the most approach to make the most approach to re-arrange stock, so busy with customers to re-arrange stock, so

that it will appear to good advantage.

Acquire a reputation for keeping the very best goods; it is the surest way to retain all

Your desirable customers.

If your competitor does undersell you the consumer will not be long in discovering the difference. There is no folly greater than the purchasing of a cheap pair of shoes to save five or ten cents, and few persons will be smilty of it a second time.—Reporter. guilty of it a second time.—Reporter.

#### A CUSTOMS' ORDER.

The Customs' Department at Ottawa has issued the following circular under date August lst:—Invoices of goods purchased in bond in the United States requires to be accompanied by a certificate from the collector of customs at the port of export certifying that the docuat the port of export certifying that the docu-ment is a correct extract from the invoice on file at his port, and giving date of import and export, marks and invoice value. To such value there shall be added the cost of freight transhipment and all other expenses and charges therewith, together with the probable profit of the United States importer, and in Cases where invigers are not accompanied by cases where invoices are not accompanied by such certificate the value on which duty is to be collected shall be the value in the open market at the time of shipment, and in all cases where doubt exists as to such value the usual course prescribed by the appraisement section of the customs act should be takne and applied to the case.

#### FIRE RECORD.

Ontario.—Perth, June 24.—Wm, Allen's unfinished building, and Miss Jordan's adjoining burned; former loses \$800, latter \$400, D. Hogg \$200, Dr. Kellock \$150; partial insurance.—Pembroke, August 1.—Steamer "C. O'Kelly," owned by the Upper Ottawa Towing Company, burned; valued at \$20,000; \$6000 of which is covered by insurance.—Chatham, Aug. 2.—Henry Smith's building, &c., occupied by Tilt & Hall, painters and paperhangers, H. Reid, barber, and J. W. McLellan, tailor, gutted; Tilt & Hall's loss on stock is \$3,500; insured in British America for \$440, and in Royal Canadian for \$560; Reid, barber, loss about \$300; insured in Caledonia for \$200.—Toronto, Aug. 2.—Kitchen of Stephenson House burned; loss \$800 Other Provinces.—Penobsquis, N. B., July 28.—The Springdale paper mills were destroy-

ed by fire yesterday. They were owned by Mr. Chas. L. Nelson, manufacturing brown, sheathing and manila wrapping paper. The fire ing and manila wrapping paper. The fire originated from a spark. The buildings and originated from a spark. The buildings and machinery were insured as follows:—Western, \$4,000; Royal Canadian, \$5,000; Commercial Union, \$3,000; London and Lancashire. \$2,000; Fire Insurance Association, \$1,500; Phoenix, \$1,500; Citizens', \$2,125; City of London, \$1,125; Queen, \$1,500. Total, \$21,750, The stock was insured for \$2,000 in the Lancashire and \$500 in the City of London. To replace the building and machinery would cost \$70,000. At the time of the fire there was over \$10,000 worth of stock on the premises. This was all destroyed and it was uninsured.—Georgetown, P. E. I. 27th.—A. A. Macdonald Bros' store took fire in the meat cellar. The building burned for four hours, damaging stock in first floor and cellar. originated from a spark. cellar. The building burned for four hours, damaging stock in first floor and cellar \$5,000. Covered in Citizens' and British America. Damage to building \$500.—
Hopewell, N. B., 27th.—J. R. Russell's saw mill destroyed.—St. John, 30th.—Mrs. mill destroyed. ——St. John, 30th. — Mrs. Morgan's boarding house in Carleton burned down, loss \$500. ——Montreal, 31st. — Moses Crown's hat store took fire at daybreak and his stock is destroyed, loss about \$2,000, \$1,500 insurance in the Royal Canadian. The building, owned by Bruno Loignon is insured for \$2,000 and \$5,000 in the Mutual Assurance and London Liverpool and Globe insurance Companies. respectively. Companies, respectively.

## STOCKS IN MONTREAL.

MONTREAL, Aug. 5th, 1885.

Ontario         1082   108   144   1062   108							
Montreal         1082         108         147         1082         108         1093           Peoples         61         61         113         81         108         1093           Molsons         195         1234         150         125         123         1 8           Toronto         196         183         758         1962         1852         174           Jac. Cartier         1154         1143         566         116         115         1072           Merchants         1152         1272         595         128         127         107           Commerce         128         1272         615         1962         196         1112           Montreal Tel.         127         1252         615         196         193         127           Rich. and Ont.         50         594         58         584         584         585         584           City Passenger         128         184         63         5         1882         1883         1884         1884         1884         1884         1884         1884         1884         1884         1884         1884         1884         1884         1884	Stocks.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average '84.
	Ontario. Peoples	1083 61 195 186 1153 1153 128 127 59 122 189	108 6) 123½ 183 114¾ 114¾ 127¾ 125½ 58½ 120¾ 184	147 113 150 758 566 595 615 350 530 63 5	1062 81 125 1862 65 116 128 70 1262 592 122 1882	123 1851 56 115 127 50 126 58 1213 1884	109½ 45 1 8 174 107½ 111½ 58½

## Commercial.

# MONTREAL MARKETS.

Montreal, August 5th, 1885.

Ashes.—Prices of No. 1 pots which were up to \$4 since last report, have within last day or two fallen off, probably because one leading dealer has stopped buying; \$3.80 to \$3.90 is now the quotation, latter figure for exceptionally fine tares. Seconds few offering last ally fine tares. Seconds, few offering; last transaction was \$3.40 for a few brls.; pearls nominal. Shipments during July were about 400 brls. receipts for season.

DRY Goods.—Travelling salesmen are by this time pretty well through their first fall trip, and are working their way homewards. trip, and are working their way homewards. Results, as gleaned from several good sources, are favorable, showing a gain as compared with the corresponding season of last year, and the majority of houses in the trade seem satisfied. There is evident a growing confidence on the part of retailers that business will be good this fall, and there is less disposition to hold back orders. Some houses report rather more doing in cottons, and assign as a reason that the general public realize that prices are as low now as they can possibly be. What payments fell due in the 4th were fairly met, but general remittances on account are

glycerine very firm, other lines present no new features. We quote: Sal Soda, \$1.00 to \$1.10 per 100 lbs., Bi-Carb Soda, \$2.50 to \$2.60; Soda Ash, \$1.65 to \$1.75. Bichromate of Potash, per 100 lbs., \$8.00 to \$9.00; Borax, refined, 11 to 12½c.; Cream Tartar crystals, 31 to 34c.; do., ground, 36 to 38c.; Tartaric Acid crystals, 52½ to 55c.; do., powder, 55 to 58c. per lb.; Caustic Soda, white, \$2.40 to \$2.60; Sugar of Lead, 9 to 11c.; Bleaching Powder, \$2.25 to \$2.75 according to lot; Alum, 1.65c. to \$1.80; Copperas, per 100 lbs., \$1.00; Flowers Sulphur, per 100 lbs., \$2.75 to \$3.00; Roll Sulphur, \$2.40 to \$2.60; Sulphate of Copper, \$5.00 to \$5.75; Epsom Salts, \$1.25 to \$1.40; Saltpetre, \$9.00 to \$9.50; German Quinine, \$1 to \$1.10; American do., \$1 to \$1.10; Howard's Quinine, \$1.10 to \$1.20. Opium, \$4. to \$4.40; Morphia, \$1.90 to \$2.00; Gum Arabic sorts, 40 to 45c.; White, 55 to 70c.; Carbolic acid, 50 to 60c.; Iodide Potassium, \$4.25 to \$4.50 per lb.; Iodine, \$5.00 to \$5.50; Iodoform, \$7.50 to \$8.00.

Groceries.—There is a very good enquiry for the season. particularly from a six of the season.

GROCERIES .- There is a very good enquiry for the season, particularly from city jobbers for goods of all descriptions and trade is reported by most houses as satisfactory. Remittances by most houses as satisfactory. Remittances are very fair as a rule. Sugars continue to weaken, and 6gc. would be accepted by refiners for round lots of granulated; bright yellows are very scarce indeed, low and medium grades have dropped an eighth, and the range for yellows is 4gc. We do not hear of any transactions in grocery raws. Molasses 28 to 30c. for Barbadoes according to the run. Recent cable advices from Japan in answer to enquiries from here as to medium and low grade these confirm the gatatement already made that cable advices from Japan in answer to enquiries from here as to medium and low grade
teas confirm the statement already made that
these goods are from \$4 to \$5 per picul higher
than last year; better grades are a little
easier. Late letter advices announce the
receipt of some parcels of second crop which
show a marked deficiency in cup quality. The
S.S. "Glenavon," via Suez canal is reported
at New York with a cargo of close on to
2,000,000 pounds. London advices show
large arrivals of black, with prices
rather irregular; market rather bare of greens,
especially lower grades. Very little doing in
dried fruits which are all in light supply; advices as to new crop are somewhat conflicting,
but nearly all agree in stating that crops will
be late this year. Nothing special in other
lines, except that buyers are willing to pay \$1.10
for tomatoes and glad to get them at that.

Leather and Shoes.—Boot and shoe men are

LEATHER AND SHOES.—Boot and shoe men are as a rule well occupied, and the movement in leather is freer than a week ago. Some ship-ments of sole to England continue to go forments of sole to England continue to go forward from the west. Supplies in all lines are plentiful but prices keep steady at quotations. We quote:—Spanish sole B. A. No. 1, 24 to 27c.; ditto, No. 2 B. A. 21 to 24c.; No. 1, Ordinary Spanish, 24 to 25c.; No. 2, ditto, 22 to 23c.; No. 1 China, 23 to 24c.; No. 2, 22 to 22½c.; ditto, Buffalo Sole, No. 1, 21 to 23c.; ditto, 70c. 1, 25 to 24c.; No. 2, 22 to 23c.; ditto, Buffalo Sole, No. 1, 21 to 23c.; ditto, No. 2, 19½ to 21c.; Hemlock Slaughter, No. 1, 25 to 27c.; oak sole, 45 to 50c.; Waxed Upper, light and medium, 33 to 37c.; ditto, heavy, 32 to 35c.; Grained, 34 to 37c.; Splits, large, 22 to 28c.; ditto, small, 16 to 24c.; Calf-splits, 28 to 32c.; Calfskins, (35 to 46 lbs.), 70 to 80c.; Imitation French Calfskins, 80 to 85c.; Russet Sheepskin Linings, 30 to 40c.; Harness, 24 to 32c.; Buffed Cow, 12½ to 16c.; Pebbled Cow, 11 to 15c.; Rough, 23 to 28c.; Russet and Bridle, 45 to 55ct

METALS AND HARDWARE .- Orders, though fair in number, continue small in quantity, and though stocks of iron and metals in consumers hands are in the majority of cases small, there is still a marked disposition to buy for immediate needs only. At home the weekly shipments of pig iron, which have been very light for some time past are picking up, and are now about up to the figures of this time last year, which shows that trade there is improving. Prices of pig iron show no change; the rise in warrants noted last week prices are as low now as they can possibly be. What payments fell due in the 4th were fairly met, but general remittances on account are not satisfactory so far this month.

Figh.—Some few barrels of Cape Breton herrings have arrived, selling at \$4.75; Gaspe herrings have arrived, selling at \$4.75; Gaspe cod easier at \$3.75; no North Shore Salmon, British Columbia about \$11 nominally; pickled fish not in demand.

Drugs and Chemicals.—Business as usual at this time of the year is very quiet, only small sorting orders being received. Prices show no marked change. Quinine is show no marked change. Quinine is advancing and will undoubtedly be higher; was due to speculation, and they have receded