

cordovan, 23 to 25c; pebble, 21 to 23c; colored linings, 12c.

PAINTS, OILS AND COLORS.

Window glass and other material for finishing buildings have composed the bulk of the past week's sales, little else being done. Collections were fairly satisfactory. Prices are steady and to some extent nominal. Quotations are steady, as follows: Turpentine, 80c in five-gallon cans, or 75c in barrels; harness oil \$1.25; neatsfoot oil, \$1.50; linseed oil, raw, 70c per gallon; boiled, 73c in barrels or 5c advance in five-gallon lots; seal oil, steam refined, \$1; castor, 12½c per lb.; lard, No. 1, \$1.25 per gal.; olive oil, pure, \$1.50; union salad, \$1.25; machine oils, black 25 to 40c; oleine, 40c; fine qualities, 50 to 75c. Coal oils, silver star, 25c; water white, 28c. American oils, Eocene, 34c; water white, 31c; sunlight, 27c. Calcined plaster, \$4.25 per barrel; Port land cement, \$5 to \$5.50; white lead, genuine, \$7.00; No. 1 \$6.50; No. 2 \$6.00; window glass, first break, \$2.25.

STATIONERY AND PAPER.

This branch has been one of the most favored during the past week. A good business in holiday goods was done, while staples were moving quite freely. Collections are also reported satisfactory.

WINES AND SPIRITS.

A little improvement in business is noted, but no real activity as yet exists. Collections are normal. Prices are unchanged and are as follows: Canadian rye whiskey, five year old, \$2.40; seven year old, \$3; old rye, \$1.75; Jules Robin brandy, \$4.50; Bisquet DeBouche & Co., 4.50; Martell, vintage 1885 \$6.50, vintage, 1880, \$7.50; Hennessy, \$6.50 to \$7.50 for vintage 1885 to 1880; DeKuyper gin, \$3.50; Port wine, \$2.50 and upwards; Sherry \$2.50 and upwards; Jamaica rum, \$4.00 to \$4.50; DeKuyper red gin, \$11.50 per case; DeKuyper green gin, \$6.50 per case; Tom Gin, \$9.00 to \$10.00; Martell and Hennessy's brandy, one star, \$14 per case of 12 bottles; v. o., \$19; v. s. o. p., \$22.

THE MARKETS.

WINNIPEG.

GRAIN AND PROVISIONS.

The movement of grain since our last report has shown somewhat of a falling off, and but for a little increase to receipts at outside points near the close of the week, would have reached but a low aggregate, compared with the three preceding weeks. The freeze up and snow accounted for this increase in receipts, while the continued mild weather which kept up from the opening of November until Wednesday morning, accounts for the previous falling off, as the circumstances were altogether too favorable for fall plowing, for farmers to neglect the same for the marketing of grain. In one sense the falling off in receipts has been fortunate, for had they kept increasing at the rate they did in the latter part of October, a railway block was inevitable. How matters will turn now that lake navigation is closed remains to be seen. Exports have been lighter both in wheat and flour, while the movement in rough grain has been decidedly light. In

flour the British Columbia market still keeps up a steady demand, and there is no closed navigation to raise freight rates to that province. Car lots are going east by all rail, but some mills are beginning to store up stocks here in hope of an advance in prices, which is by no means a groundless hope, considering the steady European demand.

WHEAT.

The street receipts in the city have been on the increase for a few days, but car lots from the outside have been fewer. The close of navigation has not affected prices here as yet, and street receipt as well as car lots on track have brought the prices of the previous week. Quotations to the local trade are as follows: No. 1 hard, 56c; Nos. 2 hard and 1 northern, 53 to 54c; No. 2 northern, 50 to 51c. Lower grades have scarcely been mentioned.

FLOUR.

Mills still keep running full capacity, although exports to the east have fallen off a little. The Pacific coast trade still keeps active, and a similar feeling pervades the local market. The first surplus stocks of the season were stored up last week. Prices are: Patents, \$2.15; strong bakers, \$1.90; XXXX, \$1.40; superfine, \$1.25.

MILLSTUFFS.

Some car lots of bran for eastern points have been sold on track at \$9.00 a ton and shorts at \$11.00. Smaller lots have sold at \$10.00 for bran and \$12.00 for shorts.

OATS.

Receipts are light and prices steady. No shipping to eastern markets can be done at present prices. Car lots on track in the city are worth 23 to 25c, while street receipts are mostly taken by consumers at 25c.

BARLEY.

Scarcely any movement reported, and prices are practically nominal. Malting lots would bring in the city from 37 to 44c, and feed 27 to 18c, but neither are coming in.

POTATOES.

Holders are in no way anxious to sell, and 50c is asked for lots of 50 and 100 bushels. It would be difficult to get a car lot now, or until mild weather will allow of the opening of root houses and pits.

EGGS.

Nominally fresh are offered at 20c, and really fresh are held at 21 to 22c. Some prime pickled stock are held at the latter figure.

BUTTER.

Receipts have been more liberal and offerings freer since our last report. Choice to fancy is now held at 21 to 22c, with a stand for 23c made in one instance. Mediums sell all the way from 14 to 18c. Increased receipts and easier prices are looked for during the next two weeks, although some dealers are inclined to hold and store away trusting to the future.

CHEESE.

Almost every factory in the province has now cleared out its output for the year, and only the quotations of the wholesale grocers are now available. These are 13 to 14c for good to choice.

LARD.

The movement has been more liberal, but mostly in small lots. There has been nothing to disturb prices, which are steady at \$2.25 for 20 lb pails.

CURED MEATS.

The local product still cuts no figure in the market, while eastern stock is also scarce. Dry salt bacon holds steady at 11 to 11½c;

Chicago rolls, 14½ to 15c; Armour's breakfast, 14½ to 15c. Some eastern hams sold at 13½ to 14c, but Chicago stock is held at 14½ to 15c.

Get at the Cost.

It pays every retailer to know what his goods cost him. They all do? They all ought to, but we fear they all don't. And a mistake sometimes leads to undesirable effects. For instance, an acquaintance tells us that a few days ago he paid a grocer 20 cents for what he had usually got for 15, and when he complained about the price the grocer said: "Why, they cost \$2.10 by the dozen; do you think I can sell them for 15 cents each? Now, this buyer had some acquaintance with the grocery business himself, and knew that the goods in question cost only \$1.40 per dozen. And he concluded that the grocer either didn't understand his business, or had wilfully lied in stating the cost of the goods, presuming that the customer wouldn't know any better. That grocer has one patron less now than before this happened. As the customer said: "I don't want to deal with a man who either doesn't know what his goods cost, or else lies to customers. If he doesn't know what he gives for his goods, he is liable to overcharge when he sells them, as he did with me the other day; and if he lies to patrons to make them think his profits are only reasonable, why that is reason enough for letting him severely alone. I can find plenty of honest grocers, or at least grocers I don't suspect of dish-mesty, to give my trade to. At any rate, that man gets no more of my money while other grocers are so plenty."

The moral is obvious. Know what your goods cost, and well-informed customers will not leave you, suspecting either that you don't know your business, or that you misrepresent the facts.—*St. Louis grocer.*

Mercantile Maxims.

A thoroughly honest clerk can always command a better salary than one of equivocal habits.

He who has traded out his neighbor's good opinion is pretty sure to die a poor man, however high the price for which he sold it.

When business is attended with minuteness of detail, strict punctuality, it runs evenly, without jar or friction, and insures success.

It is a statistical truth that no single cause leads to more disasters than the use of liquors, not necessarily through drunkenness, but the enfeebling of the judgment.

In dress, be neat and unobtrusive. The perfection of dress is to be perfectly in keeping with your occupation that the attention of an observer is not directed to it at all.

Vainly shall a man hope to live and thrive by buying and selling after his neighbors. His customers have learned by sad experience that his word is not reliable; that his representations of the cost or quality of his wares are not to be trusted.

Fuming and fretting in and around a store, finding fault with clerks and employees, denotes a lack of order and business tact, and exposes the merchant to ridicule and unpleasant comments from those from whom he should have respect and confidence.—*Ex.*