

will, at the close of the year's business, have every reason to congratulate himself upon the success which has attended his efforts to make the year 'pan out' well. Allow us to thank you for the great amount of information derived through your columns weekly as regards the state of trade and commerce generally."

NAPANEE.—"As to the state of trade in this and the surrounding district: For part of the season it was decidedly dull. Farmers were afraid to spend money, cheese and other marketable produce being low in price. As the season advanced, prices grew better, and the year has been generally a successful one. Barley, our staple crop, has brought a fairly good price and the quantity was a third more than last year; the quality would average No. 2. Other grains were also a good crop. Hay heavy and well saved. Roots very good—potatoes excepted, being lost to a great extent, from rot. Many cattle are put up for fattening and farmers can thus consume much of their produce to advantage. Merchants generally are satisfied with their trade. There is a certain number who steadily supply the notaries with work, but as a whole our trading community is healthy financially. Most of the business men cling to cash trade or very short settlements. Deposits, I am told, remain at about the same amount as last year. The Government savings' bank is a great drawback to bank deposits."

PETERBORO.—A banker says, "Business here has been good this fall, notes well paid, and the notaries the only people who have had good cause to complain. Farmers, of course, are grumbling, but with the exception of spring wheat, which was certainly bad, they have had good average crops and fair prices. There is great activity among builders here, and the place is growing fast."

WHITBY.—W. R. Howse writes from his handsome and comfortable drug store: Trade has not been as good as we expected, probably owing to the unequal harvest and loss of grain, and probabilities for the winter are not very encouraging. Accounts given to us by the farmers are that they will have all they can do to live this season without indulging in luxuries." [Mr. Howse, of course, knows how to make allowances for the querulous disposition of the average farmer.—Ed. M. T.]

From Rockingham, in the interior of Renfrew county, west from Arnprior, we get the following, written by a general dealer: "Trade has been very dull with us here for some months and little prospect of improvement as lumbermen's offers for farm produce are very low in price. The wheat crop is good only late sown being damaged by Fall frosts; for same reason oats will prove under average. Hay very scarce, potatoes very good."

This from a general dealer at Bobcaygeon: "The amount of business done in our locality during the current season has been somewhat below the average. But although the crops have not kept their promise, the prospect of a fair amount of lumbering gives the coming season a cheery look."

TRURO, N.S.—The business outlook is not of the brightest. Trade will be dull this winter. "The crops are average; root crop abundant but markets dull and prices low, which means, as far as farms are concerned, dull trade and extended credit."

A Strathroy correspondent, who is down on the "N. P.," as a humbugging sort of cure-all, declares that general business is stagnant. "Lots of apples have been shipped from here this fall, but general business is just now (Nov. 9th,) dull, very dull."

PERTH COUNTY.—A general merchant at Listowel, "referring to the condition of trade in our locality, I have seen it better and have seen it worse. A feeling of economy prevails with all classes of our community. We look for a fairly good squaring-up of accounts during the coming winter."

RETAILERS AND CUSTOMERS.

There is always considerable room for trouble between a retail shop-keeper and his customer. Differences of experience, of taste, of opinion, of habit, may render the customer a very different sort of person from the man who keeps the shop; and if the latter be a man of tact he will allow for these and forbear to wrangle with or abuse his customer. He can much better afford to argue pleasantly with him. And he will do well to tell him the truth in all cases, for, as the *St. Louis Grocer* has discovered, "the public puts its faith in the man whose performances are often better than his statements or promises and never below them."

It might be worth while, when a country customer comes in and talks about the prevailing hard times, to tell him with courteous emphasis that all that a farmer buys now is cheaper than it was seven years ago, while all that he sells (excepting wheat) is dearer. And to remind him also if a mortgage is on his farm that the rates of interest are lower than a few years ago. The *Chicago Shoe and Leather Review* has the following on this subject:

"These are the worst times I ever saw," was the exclamation of a farmer who had purchased a pair of shoes in a State street retail store. He had paid for the shoes exactly \$3. The margin of profit was very small in view of the quality, style, and serviceable wear of the stock. "These are the worst times I ever saw." This farmer was at least forty-five years old. Seven years ago—in 1878—he could not buy as good a shoe for \$3. In 1878 the supplies which this farmer and his family consumed (and all farm machinery) were very much dearer than they are now, while for all his farm products he received a much lower figure than he does now—wheat alone excepted. The retailers of boots and shoes are the ones who hear the most individual grumbling. The manufacturer and jobber do not come in contact with the purchasing masses as does the storekeeper.

—The kind of goods which are shipped from Guelph to the United States will appear from a specimen list given by the American Consul at that port for the last quarter of the last fiscal year, viz: that ended with June, 1886. The total value is \$124,299; we subjoin the leading items:

Animals for breeding purposes.....	\$ 5,326
Barley.....	13,165
Buttons, vegetable ivory.....	3,584
Cattle.....	12,919
Eggs.....	34,511
Horses.....	7,527
Malt.....	7,943
Machines, sewing and other.....	2,274
Organs.....	1,900
Peas and split peas.....	14,789
Wheat.....	4,000

—The following gives the number of pieces of lumber exported by Quebec lumber merchants during October: Spruce deals, 133,553; spruce ends, 6,105; waney white pine, 1,387; white pine, 396; pine deals, 87,950; pine ends, 1,399; red pine, 438; pipe staves, 1,602; walnut, 62; oak, 613; elm, 703; ash, 309; cherry, 98; white wood, 100; chestnut,

3; sycamore, 5; hickory, 20; birch, 468; butternut, 9; maple, 14. Dr. Selwyn of the Geological Survey, Ottawa, is now making arrangements for an exhibit of samples of Canadian woods for the Colonial Exhibition in London.

—In a handsome volume of 1,200 pages, entitled "Annuaire de la Marine de Commerce Francaise, 1885," issued by the Government, we find the following list of representatives in Canada of the French Republic:

Quebec city,	M. le comte Montclar, Consul General.
Montreal,	O. Perrault, Consular Agt.
Toronto,	W. J. McDonell, "
Halifax,	Geo. C. Francklyn, "
St. John,	G. Carville, "
Winnipeg,	M. Royal, "
Victoria,	M. Mayereau, "
Charlottetown,	M. Hobkirk, "
Chatham, N.B.	J. B. Snowball, "
Gaspé, Que.,	M. Robitaille, "
Three Rivers, Que.	Georges Balcer, "
Escoumains, Que.,	M. Vachon, "
Sydney, N.S.,	Frank Fisher, "

—The arrivals at Quebec from sea this season, up to the end of October, show an increase in both numbers and tonnage over the like period of last year. The figures are:

NINE MONTHS 1885.		
228 Ocean steamers of	415,346 tons.	
500 " sailers of	381,852 "	
728 Arrivals from sea.....	797,198 "	
NINE MONTHS 1884.		
223 Ocean steamers of	394,451 tons.	
496 " sailers of	378,123 "	
719 Arrivals from sea.....	772,574 "	

—St. John exported during October last \$263,774 worth of merchandise, a very considerable falling off, occasioned mainly by the reduction of fish exports from \$114,000 a year ago to \$9,000 now. Particulars are as under:

EXPORTS.		
	1884.	1885.
Produce of the Mine.....	\$ 2,296	\$ 19
" " Fisheries..	114,140	9,272
" " Forest....	131,809	122,310
Animals and their produce	32,894	17,653
Agricultural products....	1,698	3,833
Manufactures.....	5,778	3,984
Miscellaneous articles....	6,810	5,807
Total produce of Canada	\$295,425	\$162,878
Goods not produce.....	107,525	100,896

Total exports..... \$402,950 \$263,774
The entries of goods for last month were greater than in October, 1884, in the proportion of \$385,681 to \$368,220. What remained in bond at the close of the month is shown by the following:

	1884.	1885.
Spirits, wines and ales....	\$127,598	\$107,061
Sugars, all kinds.....	78,668	33,270
Molasses	53,136	42,125
Meats	2,108	34,409
Cottons and Woollens....	9,849	10,906
Miscellaneous articles	50,609	46,733
Totals.....	\$321,968	\$274,517

MANUFACTURERS' NOTES.

We find in one of our English exchanges a description of a new process for the precipitation of sewage. The manufacturing town of Luton, which is drained into the River Lea, has long been considering the need of additional means of dealing with its sewage. A system of sewage precipitation, the invention of Mr. Cobley, of Dunstable, has been tried there with successful results. The affluent is unusually difficult to deal with, as, in addition to ordinary town-sewage, it is dyed a dark blue-black colour by the refuse from straw-plait dyeing,