

however, by the average country merchant in putting on his profits on his goods. We have got packages on which the packing and cases has come up to 10 per cent. of invoice. This being tinware is higher than other goods, but as the packages used for such goods are nearly always old rough crates or barrels why should price of new cases be charged? I hope that we have not taken up too much space in reference to above.

A COUNTRY MERCHANT.

[It would be of interest to learn on what description of goods the packing charges were over 4 per cent. of invoice; this, we think, is something unusual. The average charge for both freight and packing on a parcel of general dry goods in Ontario will not exceed 2 per cent., and is more often 1 to 1½. The usual custom in this line, we believe, is to charge for cases only. Probably the invoice complained of referred to chinaware, fine baskets, or some other fancy goods, which must naturally cost more to pack properly. If our correspondent cannot make other disposition of his packing cases than to burn them or give them away, many other retailers are better off, for they sell their cases for half, or sometimes the whole, of their cost. A good point is made above, in reference to the neglect of retail dealers to allow enough for such items as freight and packing charges when "costing" their goods. There are a number of retailers who add 33½ per cent. to invoice cost, intending that to cover all expenses of business. If everyone did this, a roughly adequate profit might be figured on. But many people think a far less proportion of profit is enough, and that is where they make shipwreck. Again, in towns where competition is keen, only a small margin of profit is possible, and it is the more needful to watch and include every item which adds to the cost, if one is to be sure of a profit at all.]

ADDITIONAL SUMMARY ITEMS.

THE sugar crops of the season 1889-90, it is stated by the *American Grocer*, are the largest on record. There has been a steady advance in the production of beet sugar, it having risen from 2,210,973 tons in 1885-86 to 3,550,000 tons in 1889-90, a gain in five seasons of 1,330,027 tons or 60½ per cent. On the other hand the cane crops have been steady, the crops of 1889-90 reaching 2,228,000 tons, being 111,950 tons lighter than in 1885-86.

In their report for the year 1889 the directors of the Canada North-West Land Company regret to have to record that the increase in the sales of agricultural lands reported for the first six months did not continue during the remainder of the year. But against this disappointment they record that the town sales have been three and a half times as great as in 1888. The general result is therefore satisfactory, and the directors feel that they may now ask the shareholders to authorize the repayment of capital, to be commenced at the already proposed rate of 2½ per cent. per annum, or 2s. 6d. per share.

THERE is a discussion to this effect in the columns of the *West Coast Trade*:—Prompt Pay v. Slow Pay.—Prompt Pay is always a welcome customer. His trade is sought after. Nobody can buy at any better figure than he. He is the best business man and makes the most money. He always knows where he stands; his head is level, consequently he aims to collect just as promptly as he pays. Slow Pay, on the other hand, is looked upon as a sort of necessary evil. His trade is wanted, because he pays after a while at any rate. He is really better than no customer at all. No

one enjoys doing business with him, however, and would not, if he could get all the Prompt Pays he wanted. Sifted down very fine, Slow Pay is really doing business as long as he can on other people's money.

The annual report of the Minister of Mines for British Columbia for 1889 shows that from 1858 to the present time the estimated total yield of gold and silver amounted to \$52,236,753, the gold product of 1889 having been \$588,923, of which \$490,769 were known to have been exported by the banks, leaving some \$98,154 as having been carried away in private hands. The year's estimated yield of silver was \$47,873. The number of miners employed was 1,929, their average yearly earnings having reached \$330. The exporters of the gold referred to were the Bank of British Columbia, \$254,816; Garesche, Green & Co., \$188,580, and the Bank of British North America, \$47,373. During 1889 the output of coal from British Columbia mines was 579,830 tons. The exports amounted to 443,675 tons.

A NUMBER of new buildings are to be commenced this spring in Granby, among which may be mentioned a new block to include post office. The Granby Rubber company is about to erect a larger warehouse in connection with its factory.

THE Scotstown Lumber Co., composed of Frank Dudley, of Portland, Maine; R. H. Pope, of Cookshire; William B. Ives, and Henry B. Brown, of Sherbrooke; and W. W. Bailey, of Cookshire, have letters patent of incorporation to saw and manufacture lumber, &c., with a capital stock of \$50,000.

A DESPATCH of Monday from St. John, N.B., says there is great activity in the coasting trade and vessels are in demand. Coastwise freights are firm, and during the week advanced 25c. on lumber to New York. Ice tonnage is in demand. A schooner is loading ice for New York at \$2. Seamen are scarce at present and wages for Atlantic voyages show an advance of \$2 per month. Vessels in port to-day, uncleared, number one ship, of 1,273 tons; four barques, of 3,243 tons; 1 brigantine of 345 tons, and 66 schooners.

THE value of Canadian products exported in March from the consular district of Hamilton to the United States was \$30,756. The principal items in the list were:—Barley, \$9,905; horses, \$2,655; hides and skins, \$2,337; eggs, \$1,108; malt, \$1,334; onions, \$1,332; apples, \$1,136. There were, besides, small quantities of cotton waste, cinder, bones, paper waste, lumber, turnips, and peas. Some sewing machines, too.

STOCKS IN MONTREAL

MONTREAL, April 2, 1890.

STOCKS.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average, 1889.
Montreal	227½	225½	98	226½	226	231
Ontario	132½	118½	91	100	96½	135
People's	101	98½	91	100	96½	104
Molson's	182½	180	5	182½	155	182
Toronto	217	210	.....	.....	210	220
J. Cartier	142	140½	155	141½	141½	139
Merchants	124½	123	271	124½	124½	120½
Commerce	96	90	.....	96	90	100
Union	96½	94	345	94½	94½	99½
Mon. Telegraph	63	60	180	63	61½	58
Rich. & Ont	198	192½	390	197½	192½	209
City Pass	214½	213	628	210½	210½	208
Gas & dividend	211	208	1273	210½	210½	198
C. Pacific R. R.	72½	72	573	72½	72	60½
N. W. Land	85	81	.....	85	81	75

Merchant—"But do you think the man can be trusted?" Head Clerk—"He evidently has been. You notice he wears good clothes."—*Boston Transcript*.

AN EVIL OF THE CREDIT SYSTEM.

"I have several customers who have some small bills at my store, and have ceased to trade with me, and apparently forgotten to pay their old accounts. To such I would say that I have decided to collect through the Division Court at Whitby, unless paid in a very few days." An Oshawa merchant gives the above notice in his town paper. How many merchants have the same experience as this one? Nearly all, the *Uxbridge Journal* ventures to say. People will run an account and gradually get behind in payment, and then go and pay cash at some other store instead of doing all the cash business they can with the man they owe. The unfortunate merchant loses the customer as well as the account. The *Journal* would not say all persons who get into debt are dishonest, "but it is certainly dishonest to pay their cash in another store when they can get the same goods for cash from the man they owe. By giving him their cash custom they are doing something towards lightening the burden they have put upon him with their credit custom."

AMERICAN HIDES ABROAD.

The low price to which hides have been forced through the depression which has existed of late seems to have tempted sellers to try to find a new market for their merchandise. During the past few weeks about 80,000 to 100,000 dry Western hides have been shipped to Europe in order to try that market. How this new departure will turn out is at present entirely problematical, but if European tanners can use our hides to advantage, it will open up a new field and tend to give a tone of steadiness to this market that has not been felt for a long time. The recent shipment of African hides to Europe from this market, while a new feature in itself, was not of that importance to the trade here that this later shipment will be if it proves successful in opening up a new market. African hides are well known in Europe, where they have a general market price, and the fact that shipments were made from this side simply showed that our market was lower than the ruling prices there. These Western hides shipped are at present unknown in Europe, and the parties making the venture are doing it on speculation alone, and are taking their chances of it coming to a successful issue.—*Boston Advertiser*.

—In America the newspapers too often have to run after the advertisers instead of the advertisers running after them, says the *Journalist*. Not so in England. There the question of the utility of advertising is past the point of argument. It is only a question of choice of mediums and methods and whether the advertiser can get the space that he wants in the medium of his choice. In the counting rooms of the great dailies and of such periodicals as *Punch*, *The Graphic*, *The Queen*, *The Field*, etc., there is a sublime air of "take it or leave it" on the part of the men behind the counter. Some papers so rigidly limit the space given to advertisers that one must wait weeks or months for the appearance of his announcement, and then perhaps accept a half less room than he asks. Perhaps this difference is due in some degree to the fact English publishers show their own faith in advertising by taking their own medicine in most liberal doses. All the big daily newspapers—except, perhaps, *The Times*, which is a law unto itself—are liberal advertisers.

—*Apropos* of the German Chancellor's retirement and the formation of the new French Cabinet, a story is told that in 1885 a reporter asked De Freycinet what he thought of the condition of public affairs.

"I think we shall have a crisis," he answered.
 "How will it culminate?"
 "It will not culminate."
 "What will it do, then?"
 "It will agitate for a few days and then it will evolve."
 "But what will it evolve?"
 "I presume it will evolve a new crisis—it always does."