COMPROMISES.

When ought we to compromise? Do not share the belief of some that a compromise is never advisable. It is so if a man has been overtaken by misfortune, sickness or death has impaired capital, if fire or tornado has swept away his property, or even if you feel that past experience and losses have taught their lessons and can see opportunity for his recovery and success. If he is thereby to be again "put on his feet," it might be well to compromise. But of all things the being so anxious to make collections, that you grant compromises unwarranted by facts, is the most to be deprecated. Instances are known where within twelve hours after a party sold out, his attorney had compromised with four-fifths of his creditors at 70 per cent. and by wire at that. When a collector reached the place he found all this confronting him. Though he had a false signed statement, his claim was too small to fight alone, but had he been able to communicate with the other creditors, better terms could have been made for all. *Remember that when a debtor is anxious to compromise, he has some good reason for it and it is best to take time to investigate.* A compromise deal should be a very slow one. If compromise offer is from the debtor be more cautious than otherwise.—*Lawyer and Credit Man.*

DEPARTMENTAL STORES IN FOREIGN COUNTRIES.

Frank H. Cooper, junior member of the firm of Siegel, Cooper & Co., has recently returned from Europe, where he has been for nearly a year. While in Paris he made a study of the Bon Marche, which does the largest business of any store in the world, and in London of Whitely's immense store. These two stores are known the world over on account of their size and the immense amount of goods they sell. Mr. Cooper, speaking of these stores to a representative of the *Dry Goods Reporter*, said:

"We have nothing to learn from the department stores of London or Paris. To tell the truth, we can give them pointers much easier than they can give them to us. They do an immense amount of business, that of the Bon Marche amounting annually to 150,000,000 francs, or about $30,000,000. The Bon Marche is an ideal store, and in one thing excels the department stores in this country. That is, the interest every employe takes in the business. I wish we could get our employes to take as much interest as those of the Bon Marche. It is this which places this store so far ahead of all others. The Bon Marche is run in a parental sort of way, and is more like an immense family than anything else. The employes live in the store—that is, they eat all their meals there and sleep in a building near by, so that all their interests are in the Bon Marche. The married employes, of course, live in their own homes. Strict rules govern the actions of employes after business hours. They must all be indoors by 10 o'clock, unless special permission has been granted to stay out later, but no one can stay out later than 12 o'clock, as the doors are locked at that time.

"Then, again, women make a life business of clerking, and do not drift from one thing to another, as is the case here. Being so closely allied to the store, they take almost as much interest as if they owned stock in it.

"Now, we couldn't do that in this country. The American idea of freedom would not allow clerks to live in that way. They would think that their liberty was being infringed on if they had to live in the store and were subject to store rules all the time.

"The Bon Marche does not have so many departments as our department stores. Its specialty is dry goods, but it also handles boots and shoes, furniture, furnishing goods, men's furnishings, Japanese goods, notions, and some other lines. The store began in a very small way, far away from the main part of the city, on the west side of the city, in a locality which would correspond to Blue Island avenue in Chicago. The proprietor was a keen business man, who kept adding little by little, until it has become the largest store in the world.

"There is one other large department store in Paris, the Louvre, located near the famous museum of the same name. It does a business of $10,000,000 annually. It sells a better class of goods than the Bon Marche, and is patronized mostly by the wealthy classes, many of whom run accounts, while the Bon Marche does a strictly cash business.

"In London, Whitely's is the store which surpasses all others in the number of departments, in the amount of business done, in fact, in everything. It is more like American department stores than the Bon Marche, only that the lines of business carried on are more varied. There is practically nothing that Whitely cannot furnish you with. The story is told that a foreigner was talking with an Englishman, when the latter mentioned Whitely's. 'Who is Whitely?' asked the foreigner. 'Why, he is the man who runs every kind of business. He can supply you with anything you want.' 'Bet you a pound he can't.' 'All right, I'll take you,' was the reply. 'Well, just have Whitely send an elephant to my hotel. I want one badly, and I want it quick.' The story goes that word was sent to Whitely, who went to a circus then in the city, bought an elephant and delivered it as requested.

"Whitely has his own farm, and provides his own dairy products. He even puts up his own preserves and jellies. He runs a large meat market, but does not raise cattle and hogs. Running a number of omnibus lines is one of the many things Whitely has made a success of. He makes a specialty of providing you with a house and furnishing it for you. All you have to do is to notify him of the locality in which you want to live, how much you want to pay, and he will do the rest. All you have to do is to take possession and—pay the bill.

"As to the methods of doing business, neither Whitely's nor the Bon Marche surpass our large department stores. They are a success, but many of their ideas could not be used in this country, while many of our ways of doing business could not be carried out over there."

STOCKS IN MONTREAL.

MONTREAL, July 24th, 1895.

STOCKS.	Highest.	Lowest.	Total.	Sellers.	Buyers.	Average price 1894.
Montreal	220¾	220	22	225	220	219
Ontario	....	....	....	97	90	....
People's	30	10	407	20	15	121
Molsons	178	178	25	....	....	165
Toronto	240	240	4	....	240	246
Jac. Cartier	....	....	....	....	....	....
Merchants'	165¼	164½	86	170	162½	163
Commerce	136	135	100	138	135¼	138¾
Union	100	100	20	....	....	....
M. Teleg	164	163½	30	167	163½	148
Rich. & Ont	100¼	99¾	605	100	99	71
Street R'y	203½	197	2247	202¼	201⅞	149
do N. stock	201	194	2680	199¾	199¼	145
Gas	204	198¼	5281	203½	203	167½
C. Pacific Ry	56	54½	50	55	53½	63
Land gr'nt b'nds	....	....	....	....	117½	109
Bell Tele.	....	....	....	156¼	154	142½
Mont. 4% stock	....	....	....	....	....	....
N. West Land	....	....	....	....	....	....

Commercial.

MONTREAL MARKETS.

MONTREAL, July 24th, 1895.

ASHES.—Receipts are falling off, as is usual at this time of year. Pots are rather firmer, but pearls are easier. First quality pots are now quoted at $4.10 to 4.20, the latter figure having been paid for good tares; seconds $3.90, firm, and are very scarce. Pearls are down to $5, with transactions reported at that figure.

CEMENTS AND FIREBRICKS.—The receipts of cement last week were about 3,000 brls. of English, and a moderate business is reported in moderate lots. Prices are stiffer in England, and the tendency, locally, is towards rather firmer prices. We quote:—English, $1.95 to 2.05; Belgian, $1.80 to 1.90. Receipts of firebricks are liberal, but the demand is not active. We quote, ordinary brands, $15 to 18; Glenboig, $21.