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# THE CANADIAN JOURNAL OF COMMERCE

FINANCE AND INSURANCE REVIEW.

Vol. 35, No. 15  
 New Series.

MONTREAL, FRIDAY, OCTOBER 7, 1892

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25 Aug.	Circassian	10 Sept.

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22 July	Buenos Ayrean	10 Aug.
29 July	Peruvian	17 Aug.
5 Aug.	Sarzanian	24 Aug.

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28 July	Hibernian	19 Aug.
11 Aug.	*Nestorian	2 Sept.

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From Glasgow to Boston.	From Steamships.	From Boston to Glasgow on or about
13 July	Prussian	1 Aug.
8 Aug.	Austrian	22 Aug.
17 Aug.	Scandinavian	5 Sept.

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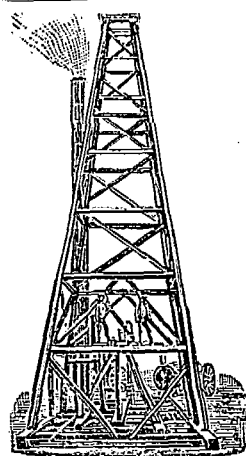
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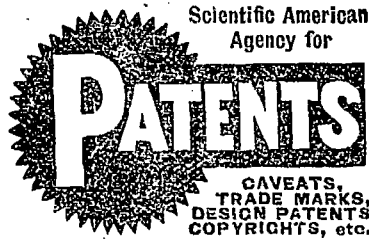
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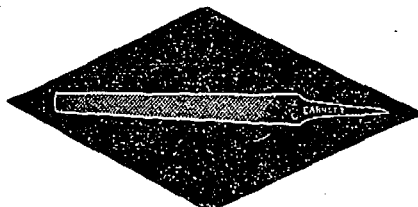
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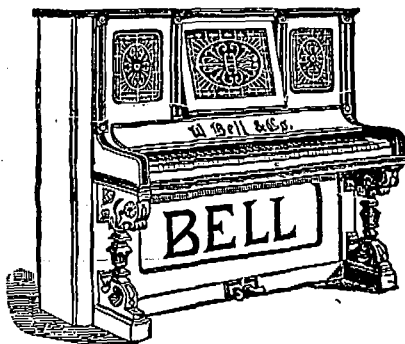
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—E. J. Cassell, Baneroff, County Hastings, Ont., has sold his stock at 87½c on the dollar and is leaving the district on account of bad health. He made a snug fortune out of his business.

—John Schott, Lynedock, is likely to obtain a settlement on the basis of 30c in the dollar, secured. His troubles were chiefly owing to his becoming responsible for debts due by his brother.

—The attention of the trade is directed to the auction sale of Teas announced for the 12th inst., by John Duncan & Co.; one of the firm has been for some time past visiting the plantations in eastern Asia.

—Eckroyd's Tannery, St. Henri, near Montreal, was burnt to the ground on the morning of the 29th ulto., the loss being stated to be from \$20,000 to \$30,000, insured in the United State Mill Mutuals.

—The Union Mutual's September record in new business exceeds that of August; in addition to which it was nearly two hundred thousand dollars in excess of the September average for the preceding sixteen years.

—Mr. C. J. W. Davies, who for the past

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—Up to the first week in September there had been an increase of 46 per cent in the sailing and 26 per cent in the steam tonnage arriving at Quebec for cargo, most of which was due to the growth of the export lumber trade.

—The Parsons Paper Co., of Holyoke, says: Owing to the sharp advance in price of rags, and the difficulty we have in getting the necessary supply, we feel obliged to advise you that we may find it necessary to advance the price of paper without further notice.

—Grand Trunk Railway.—Return of traffic week ending Oct. 1st, 1892: Passenger train earnings, 1892, \$154,008; 1891, \$154,615. Freight train earnings, 1892, \$280,316; 1891, \$270,397. Total train earnings, 1892, \$434,324; 1891, \$424,912. Increase, 1892, \$9,412.

—We are favored by the Breithaupt Leather Co., Limited, tanners and leather manufacturers, Berlin, with a copy of a very handsome picturesque show-card. The chief figure is a cowboy on a milk-white steed, lassoing a Texan steer. A bird's-eye view of the tanneries of the

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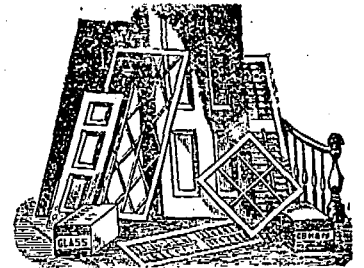
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firm at Berlin, Penotang and Listowel are also given.

—From Trenton, Ont., we learn that the Miller Canning factory is putting up nine thousand cans of tomatoes daily and employs 108 hands. The Miller evaporator company is employing 25 people. A third new concern is the Lakeport preserving company, which gives work to 160 hands and is advertising for 100 more.

—The Keewatin Lumbering & Manufacturing Co. is beginning work on Tuenel island, preparatory to their scheme for utilizing the vast water power of Winnipeg river. The company will probably expend \$350,000 on the island and adjacent main land during the next two years, with the expectation of making Rat Portage a large and important manufacturing center.

—C. H. Brewster, of Havelock, general store, has assigned. He left the farm for the store, and would fain return—a sadder and wiser man.—The Norwood "Register," a weekly paper, has been sold by Mr. Harper to parties from Toronto; the estate is perfectly solvent.—W. J. Graham, of Norwood, has sold his hotel to M. P. Doherty, of Toronto; Doherty sells his hotel to Thomas Dunn, of Petrolia, and Dunn sells his saloon to Graham—a triangular deal.

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—In a Louisville, Ky., millinery ware-room an oil lamp flared up so much above the chimney, that a quantity of soot was formed and naturally fell on the very perishable goods lying about, spoiling them. The owners claimed for the damage on the ground that the soot was the consequence of fire. As there had been no fire whatsoever the insured company resisted the claim, and the insured did not venture to contest the decision in a court.

—G. H. Brown & Co., lumber, Winnipeg, have been in financial difficulties for some time and several writs have been issued against them. The firm is now endeavoring to settle at 50c on the dollar. The partners are Geo. H. Brown and H. Sarasin, both at one time connected with the defunct Manitoba lumber and fuel company.—J. B. Smith, trader, Fort McLeod; G. W. Thatcher, upholsterer, etc., Calgary, and O'Neil & Co., general store, Broadview, have assigned in trust.

—A. A. Richardson, dry goods, Nanaimo, B. C., is in difficulties and at a recent meeting of creditors in this city he offered to pay 40c on the dollar spread over 12 months. The creditors have ordered stock to be taken so that they can judge if it is well to accept. At one time he had a branch at Vancouver, and attempt-

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ing to cover too much ground became overstocked in proportion to his available capital. There is keen competition for the best business in the Pacific province and trade has been poor on account of the depression in coal, lumber and shipping and the prevalence of small-pox until quite recently. The liabilities in this instance are likely to closely approach \$20,000.

—Further particulars with reference to the failure of John Phillips, Stratford, show that on the 4th of January last he bought out his father's business which was then being carried on at the Town of Woodstock and shortly afterwards removed to Stratford. On the 5th of January Phillips executed a chattel mortgage to Hyslop, Caulfield & Co., securing the sum of \$1,200 and future advances, and on the 21st day of September, upon being pressed for payment of such mortgage, he assigned to J. W. Curry of Toronto. His assets amount as per stock list to the sum of \$2,216.02, and his liabilities so far as ascertained to the sum of \$3,276.06. There will be nothing for the general

creditors after the payment of the chattel mortgage.

—There are some strained feelings between H. E. McNea, furniture dealer of Flesherton, Ont., who recently assigned, and his creditors, owing to his inability or unwillingness to explain the deficiency of about \$1,500 in an equal number of months past. McNea began business in May '91, bringing with him only his experience as a farmer, and a limited capital largely borrowed from his father-in-law. He shows liabilities of \$2,500 with assets of \$900, the latter consisting of furniture and a few shop supplies. His creditors have signified their readiness to accept 28 cents in the dollar, if he can give them satisfactory security. His father-in-law is the principal creditor. McNea was careful enough and made few bad debts.

—Writing of the Nisbet and Drake assignment, referred to last week, our Halifax correspondent states that the business formerly belonged to W. D. Harrington and Nisbet and Drake were his clerks. When the former was appointed to the

Halifax collectorship of customs he transferred it to them and took a bill of sale on the stock and book debts. This has been reduced about half, or to \$1,200. In July last Nisbet died and in taking stock Drake found the business was some \$2,000 behind. The firm were in fair credit considering they worked under a bill of sale. Drake offered 23 3/4c, 3, 6, 9 and 12 months, which most of the creditors accepted. A creditor sued and caused the assignment which was made to Mr. Harvey, one of the larger creditors. Late information places the liabilities at \$6,000 and the assets at \$3,800.

—From Shelburne, Ont., we learn that Trewin Bros., general merchants of that town, have recently sold out their stock at the auction rooms of Suckling & Co., Toronto, to Crosby Bros. of Markham, at the rate of 51 cents in the dollar.—C. A. Gamon & Co., druggists of same place, have exchanged business with Belfry & Co. of Toronto. There is some dissatisfaction among the creditors of the former over the transaction. One of them has taken time by the forelock, and conse-

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quently is in a position to sympathize with his fellows.—The tannery of Charles Sinclair, of same place, recently burnt out, is not likely to be rebuilt. The loss is partly covered by insurance.—Much damage has been done to the late crops by rain. Fall wheat is a fair crop, spring wheat poor, peas ditto. Other crops, roots, etc., are above the average.

—In Ontario, Wm. Hood & Co., coffee and spices, have assigned. Hood is the sole partner and has been hard up for some time past. He was little accustomed to business and was too easy in crediting. It is reported that he had a capital of \$5,000 to \$6,000 when he commenced six months ago, most of which he has used up. His father appears as a creditor for a large amount.—Elizabeth McCormack, doing business in fruits, etc., at Toronto, has assigned to D. M. Robertson.—The liabilities of John Barger, carter, Toronto, are \$888 and his assets \$272.—The Anglo-American novelty company, Toronto, has assigned.—The stock of Jas. Dickson, hardware, Toronto, has been sold at 59½¢ on the dollar.—Rutledge & Hammond, dry goods, Fort William, have compromised at 70¢ on the dollar.—Scott & Cross, builders, Toronto; G. W. Thompson, furniture, Cardinal; Geo. Bouchier, pedlar, Washington, and Gamble & Co., tailors and H. S. Dixon & Co., stationers, Toronto, have assigned.—L. T. Rochon, grocer, Ottawa, formerly of Rochon and

Traversey, but who has been on his own account since '86, has assigned. He was involved in financial obligations with the Montreal firm of W. Donahue & Co., which crippled his resources to some extent. The liabilities are \$5,600.—A. Jukes & Co., drugs, St. Catharines, have assigned. The business has existed for about 23 years and, with the exception of a year when he had one O'Laughlin as a partner, Arthur Jukes has carried it on alone. He was never very successful and the liabilities are moderate. One or more of the creditors are secured by chattel mortgage.

—In this province A. E. Caron, general store, Asbestos, has assigned with liabilities of \$8,000.—Henry Belleville has kept a store at Drummondville for five years, but has been unable to make it pay. Finding himself getting deeper into debt he has assigned for \$1,100.—M. Nadeau & Co., paints, furniture, etc., Fraserville, are in trouble. Nadeau failed in May '89 and his wife continued as sole partner. She now assigns with liabilities of \$5,000 and nominal assets of \$8,000.—Victor Galipoli, restaurant, city, has assigned and owes \$2,800.—J. O. Labelle, shoes, city, has effected a compromise at 40¢ on the dollar.—Jas. McGinn, dry goods and shoes, city, previously referred to as endeavoring to compromise, has not succeeded in doing so and assigns with liabilities of \$2,000.—J. C. Boulanger started

up some years ago in St. Francois Xavier de Brompton as a dealer in shoes and afterwards branched out into general storekeeping on a small scale. He now assigns with moderate liabilities.—J. A. Mercier has had twelve years experience as a storekeeper at St. Michel and at one time was the principal trader in the village. Becoming somewhat lax he lost ground and his creditors withdrew their business. He now assigns.—J. D. Gauthier, restaurant, Sherbrooke, has assigned.—J. A. Chapdelaine, grocer and crockery dealer, Sorel, started some three years ago with medium ability and small capital and latterly has found himself in low water. His liabilities are in the vicinity of \$2,000.—A meeting of the creditors of L. Fortin & Co., butter factorymen, St. Prime, has been called.—T. La-courciere, St. Stanislas, has carried on business as a storekeeper since December '91. He was a notary by profession and his success was problematical. His liabilities reach \$4,500.—Jas. O. Todd, tins, Waterloo, has assigned after a record of 25 to 30 years in this line and as auctioneer. He was burned out last spring and seems to have done poorly ever since. His business never reached large dimensions and \$3,500 will cover his liabilities.—A demand of assignment has been made upon O. H. Dubois, St. Nazaire.

—The assignees of the estate of "Downs & Bulmer," brickmakers, York Township,

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### VINTAGE OF 1884

Ont., are effecting a speedy sale of assets and are preparing to pay a dividend of 20c on the dollar to the creditors.

—The stock of boots and shoes of John O'Malley, Ottawa, has been sold for \$903 to Geo. Hilliard of Prescott, being 56 3/4 cents on invoice price.

—The statement of affairs of Boisseau & Beland, fancy goods, Quebec, shows liabilities of \$22,551 and assets of \$19,477. They erred in giving long terms for payment of bills and have not been in trouble before. They are offering to compromise at 40c on the dollar, cash.

—W. W. Barton, who was reported to have left Smith's Falls a short time ago, has found that he might do worse than live in Smith's Falls and so has returned, reopened the shop formerly occupied by him and is doing as good a business as ever.

—From Weston, Ont., we learn that the farmers are busy marketing their produce and grain, and the "Weston Mills" are receiving largely. There is in contemplation a belt railway running north from Toronto Junction through Etobicoke Township and crossing the Humber River above Weston and thence southerly to place of beginning.

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Watter and May, Oporto Ports.  
Haig & Co., Taragona Ports.  
A. Moutman & Co., Rotterdam, Holland Gin.  
Ind. Coops & Co., Burton-on-Trent, Ales.  
Seigert & sons, Trinidad, Genuine Angostura Bitters.  
Dublin City, Distillery Whiskey.  
Banagher, Irish Whiskey, on the Green Banks of the Shannon.  
Escheneaur & Co., Bordeaux, Clarets, Sauternes, & Joseph Cuzol, Fils & Co., Bordeaux, Clarets, Sauternes, etc.  
Nevou, Raphael & Co., St. Hilaire, Sparkling, Saumur.  
Faye & Copie, Macon, Burgundies and White Wines  
Royal Hungarian Government Wines of Budapest, Hungary.  
James Watson & Co., Dundee, Scotch and Irish Whiskey.

—A demand of assignment has been made on Carbonneau & Co., wines, city, at the instance of Hurard & Cie., Martinique Island. Mr. Carbonneau is a commercial traveller who commenced for himself 18 months ago. He claims to have entered into selling arrangements with Hurard & Cie. and alleges salary and commissions due, so that the demand is likely to be contested.

—Our Arthur, Ont., correspondent writes: The harvest in this locality is about all in, having been delayed by the broken weather which we have had for some time past. Threshing is now in full blast, but very little grain has yet been brought in and trade is still dull. McKay & Co., Toronto, have taken the elevator for the coming season and Kelcher has taken the C. P. R. granary at the station, so these will be opposition buyers.

—The master of the ship "Trafalgar," while in port last week, neglected to comply with the harbor regulations requiring all the yards to be kept squared fore-and-aft while at the wharves, the consequence of which is that an officer of the law, acting under instructions from Mr. E. Guerin, advocate of this city, was despatched to Quebec on Monday last to arrest the ship on her arrival at that port.

—Alphonse Lalonde, dry goods, city, has assigned and his liabilities will reach and

may exceed \$11,000. Some years since he was in business at Valleyfield in partnership with a brother under the style of Lalonde & Frere but dissolved and continued alone for a time. Finding Valleyfield too limited a field he came to Montreal and started up with one Perrin as Perrin & Lalonde. This firm was short-lived Lalonde continuing. He was burnt out a short time ago and was reported to have received \$3,000 in insurance money, with which he began again. He consulted his creditors recently and they advised an assignment.

—Custom duties collected at London, Ont., during September were \$58,703, compared with \$49,094 in the same month last year, or an increase of \$9,608.

—Shipments of apples from Guelph, Ont., are in excess of anything of the kind in former years.

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THE CANADIAN

# Journal of Commerce

MONTREAL, OCTOBER 7TH, 1892.

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Geo. H. Corlies, Providence, R. I.	Canada Life, Hamilton, Ont.
Jas. C. Flood, San Francisco, Cal.	Bank of Hamilton, "
Etta Fire Ins., Hartford, Conn.	Western Assurance, - Toronto, Ont.
United States P.O. at Rochester, N. Y.	Can. Bk. of Commerce, "
" " " " Middletown & Bridgeport, Conn.	Freehold Loan & Sav. Co., "
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increased dividends adds materially to that reputation, though not at once, for the thwarting of their purpose is apparent to them; not so that prudence which has really safeguarded their best interests. Too often in the past has a desire to please the shareholders dominated the Banker's course of action, and too seldom has the resistive faculty held sway.

It is no hard matter when times are dull and prospects uninviting to invoke this faculty, but when earnings are active and good, and the immediate future bodes no ill, then it needs giant nerve to call it into action. During the days of quickly swelling profits—days of inflation—promises were forced from our Bankers that all nett profits should be distributed after the Reserve Fund had reached 50 per cent of the paid-up capital. Similar promises could not be exacted from them now in the light of their enlarged experiences. They have wakened up to the fact that broader views have obtained in financial matters and that the lenses which suited the glasses of their predecessors when local aims were uppermost, are too small for a commercial centre whose heart-beats throb from the Atlantic to the Pacific.

A few weeks hence our bankers will be called upon to divide their profits for the six months, and those of their shareholders who thirst for increased dividends should scan the Government return for the month of August and digest its figures as helpful in assuaging that thirst. They will find there the Total paid up capital of the Banks is . . . . . \$61,640,390 and the Total reserve fund is . . . \$24,777,564 or slightly over 40 per cent. It has been more than once

pointed out that the way to gauge the value of this reserve fund is to contrast it with the total of current discounts, and not simply consider it in its relationship to paid-up capital. In this way a drop is apparent from 40 per

	Capital.	Reserve.	P.C. to Capital.	Discount	P.C. to Discount.
Bank of Toronto, . . . . .	\$2,000,000	1,700,000	85	9,690,000	17
Dominion Bank, . . . . .	1,500,000	1,400,000	93	6,290,171	22
Merchants Bank of Canada, . . . . .	5,949,200	2,702,500	49	15,922,556	16
Bank of Montreal, . . . . .	12,000,000	6,000,000	50	26,701,431	22
Molson's Bank, . . . . .	2,000,000	1,100,000	55	11,098,086	10
Bank of Nova Scotia, . . . . .	1,500,000	1,000,000	66	4,621,995	21
Bank of New Brunswick, . . . . .	500,000	500,000	100	1,803,132	28
People's Bank of N.B., . . . . .	180,000	105,000	58	531,993	19
Bank of British Columbia, . . . . .	2,920,000	1,266,229	43	6,008,550	21
Bank of B.N. America, . . . . .	4,866,666	1,289,666	26	9,611,211	13
Canadian Bank of Commerce, . . . . .	6,000,000	1,000,000	17	17,556,890	6

From the foregoing it must be evident that years of striving are ahead of our bankers before they can reach that position where the percentages of reserves to discounts, and reserves to capital, bear the same ratio. It is not from capital account that losses ensue, but from moneys loaned in current discounts. Other factors are in the calculation to defer a generally higher range of dividends, notably the creation of rebate accounts which require large appropriations where they are a new feature in a bank's statement, but which, nevertheless should have their place,—unless bankers are always willing to confess that dividends are paid, and losses provided for, out of unearned profits—for it stands to reason that

**WHY MEN FAIL.**

If this heading be put as a query no more important question in connection with business life can be asked; for it touches what is vital in the interests of wholesalers and retailers alike—of dealers and traders in the cities and in the smallest villages; it is a question touching not only methods of doing business, but the principles and even the character of business men themselves. By reason of its manifest importance this subject has already been

cent. to 13 per cent. We have selected the following instances as helpful in imparting a spirit of slow anticipation to those shareholders desiring higher dividends, and who do not view the question from the banker's standpoint:

profits whether consisting of discount or interest are not earned until the principal is paid.

If any hastening of higher dividends be generally possible, it can only be by either of two means,—one resting with the public, to accept much lower rates of interest on deposits while continuing to pay the existing rates for their borrowings,—the other resting with the banks, to effect a reduction of paid-up capital. The first method, it is not reasonable to anticipate; the other is more in the interest of the banks, and within the range of possibility of the near future, when we consider the unprecedented growth of public deposits. Meantime we foreshadow December dividends on the old lines.

treated from various points in the columns of this journal. Its importance however, justifies a recurrence to the subject, and a more extended consideration than it has hitherto received; but that such a subject, touching so many different interests and phases of character, should be adequately treated in the usual limits of an article, is not to be expected.

Although in cases of failure, the wholesaler is generally the greater sufferer, it will be admitted that he is



frequently as much to blame as his customer. Many a wholesaler has, without intending it, allowed himself to play into the hands of dishonest men—of men who have not set out to build up a good business, but to make money regardless of methods;—of others, also, who, however well intentioned and honest, have been tempted into illegitimate methods of business, to their own profit in some cases, and to the detriment of their neighbours and of the trade generally. Indeed, incredible as it may seem at a first consideration, the very honesty of a man has been, in many cases, a first cause of the offence. Wholesalers, satisfied as to the antecedents, character and integrity of an individual have set him up in business, and backed him with a large stock at long credit. The young man so starting,—we have one example in view—has little or no capital of his own, and is, in strict truth, acting as agent for the wholesale men who, with an unrebuking conscience, are departing from legitimate business methods and invading the province of the retailer whose capital or brains and money are at once discounted by the new competition. The young man so floated and held up by the wholesaler may have a great deal to gain, while it is certain he has little to lose. His very position is a temptation, he is not free to buy in the cheapest market, for he is controlled by his masters; the right of choice even, is in a measure denied him; and his object will be to cut prices, force sales, bring in quick returns; and if in the end he succumbs to the temptation to “do” the men for whom he is silently acting as agent, the wholesaler has no one but himself to blame. Of course the wholesaler who is willing to engage in such methods takes this risk—a risk seemingly small to him as he is banking on his man's character, not on his capital. Nevertheless it is just here where, without any direct evil intention, he may yet work a direct wrong. But the evil has gone further; and wholesale houses have allowed, and even assisted, their retail agents to purchase bankrupt stocks in order to work off their own goods in the subsequent advertised cheap sales. Such methods cannot be too severely condemned, they are not only dishonorable; they are foolish, and the result, if the practices were on a large scale, would be the utter demoralization of trade. Cut-prices follow on such arrangements, as the night the day; for our retailer, standing in as he does with the wholesaler, has time credit of great length which he will

most certainly use to the hurt of neighbours of long and reputable standing. The evil is, therefore, two-edged; it works towards failure with the men immediately interested; and it cuts at the property and hopes of others. In a word, the whole matter is wrong in its inception and its development, and is a fruitful cause of mischief and distrust. We need scarcely say that the foregoing remarks do not apply to the great body of respectable wholesale houses here and in the larger cities of the Dominion—and that what we have had before us while writing is the exception instead of the rule, but no one will deny that there is enough to demoralize trade in several important retail centres.

Again, failure may lie in one's ambition. Let us not here be misunderstood. To succeed greatly without ambition would be manifestly impossible, and to lack ambition—which means the lack of energy and foresight—is directly to court disaster in every undertaking from selling dry-goods in country stores to directing movements on which hang the fate of empires. Nevertheless, if, as the great dramatist assures us, there is “a soul of good in things evil” there may be, and often is, a soul of evil in things good. Rest is good; but while it suggests antecedent struggle and preparation for a continuance of the fight, it may easily degenerate into sloth. Economy is good; but a man may begin by being merely economical and end by being a miser—and miser is the Latin word for miserable. So with work—work is necessary to a true manhood; but a man may overwork himself; then come loss and ruin, mental and physical. Even so, while a wise and well-directed ambition is necessary to success, there may be another ambition, that to which Shakespeare refers: “Vaulting ambition which o'er leaps itself and falls.” Frequently we see this in practical illustration when men leave premises in which they have done well for more pretentious buildings, with more showy windows, on more fashionable streets. It may be difficult in many cases to say whether a move like this is due to an unwise ambition or to mere vanity—a love of appearing well in the eyes of others. But granting the change made for ambitious reasons, it is none the less, in perhaps the majority of instances, disastrous. The old customers do not always follow the lead into new pastures; and the venturesome man of ambition is left to find a new class of customers, with materially increased expenses, an increased staff and an increased stock. That

there may be a fitness in things the domestic arrangements are made to undergo a corresponding alteration; and the man who was successful while living with his family above his store, now finds himself compelled to maintain a pretentious dwelling-house with elaborate domestic accessories. Observe that we are here speaking of cases in which the business man has been successful, not of one who, unsuccessful in one place, makes a new venture in another. The case is even worse where, having been moderately successful, a man's ambitious projects lead him to make outside investments in real estate or to take a working interest in the stock market. Such a man may speedily find himself obliged to make cuts in prices in order to meet his earlier obligations. But these forced methods can be at the best only temporarily successful, and hasten rather than retard the day of reckoning. We have touched upon this factor in business affairs because it appears to us that there is an especial danger in it—ambition being so virtuous and commendable a thing as to make attractive even its counterfeit presentment.

To be concluded next week.

#### COMMISSION OR SALARY.

With the growth of the country, Canada has gradually developed into an important field for Foreign Fire Insurance Companies, both British and American, and from an outlying agency, may be said to have become practically a branch, requiring in its management reliable and competent representatives, well acquainted with the methods of transacting the business, and responsible for the success of the company of which they have the charge. This is especially necessary with regard to the British offices, where the head manager is too far away to exercise more than a general supervision, and where the real working of the branch with all details, must be left to the Canadian manager or chief agent, whatever his title may be. This being the case it is evident that the remuneration of that officer should be such that his own interests and those of the company he serves should be identical and not conflicting, and that in using his judgment and abilities he will be furthering his own success as well as that of his company. He is a branch manager expected to add to the profits of his head office, and not merely an agent to gather in premiums. Thus the British companies now, with one or two minor exceptions, remunerate their Canadian

managers, by a salary with a contingent commission on the profits of the branch, so that the better the results for the company the more the manager will put into his own pocket, which is not only an incentive for him to be careful in the selection of his business, but to judiciously increase the income, and keep the expenses within reasonable bounds. This was not always so, for formerly there were several companies, who treated Canada as a general agency paying a large straight commission which was to cover all or nearly all charges and expenses, the tendency of which naturally was, for the general agent to sweep in all the premiums he could, without being too particular as to the nature of the business, for though he may have had a contingent commission on profits, and a lurking desire to show a good result we all know the saying that "a bird in the hand is worth two in the bush," and with glory in one scale and dollars in the other, can guess which will kick the beam. We will not say that a general agent could not refuse a heavy premium upon a risk which his judgment thought ill of, but we think it is wiser for the company and fairer towards the agent, not to subject the latter to the temptation, and consider that the remuneration by salary not only the most just but the most politic in every way.

There are three methods adopted by the American offices in the management of Canadian Fire Insurance business; first those who have treated the Dominion as though it were a part of the States and have simply established local agencies, which report separately to the Home offices; second those who have formed a general agency on a commission basis, having a head office in this country, to whom the various local agencies report; and third those who have made a branch office with a salaried manager similar to the British companies. Regarding the first of these methods, while the Fire Underwriters Association does not pretend to interfere with internal arrangements of the individual offices, there has been found great difficulty in dealing with subjects of general interest to the association respecting companies who have no head office in the country to refer to, for though there is an attorney to receive legal process, he has no supervision or control over the separate agencies spread through the country, and one, if not two of such offices have endeavoured to rectify this objection by appointing a Canadian In-

spector who has authority to act in matters relating to the association's rules and regulations. This however, hardly meets the difficulty, since the said Inspector is generally travelling about, causing loss of time in communicating with him, and even when found he has not the particulars of each agency's business before him, which alone can enable him to act promptly. The second, or general agency method, we have already discussed and the same faults attach to the American as to the British companies under that system, though to a lesser degree, owing to the closer proximity of the former's home offices, which enables them to exercise a better control over the general agent. Still we doubt whether the American companies are more acquainted with the Canadian business than their British brethren, and consequently we maintain that for both the best system for conducting the business in this field, is that of forming a branch office under the charge of a salaried officer. It has been the practice with some general agents (who felt that they did not know fire underwriting sufficiently as regards the details) to appoint a manager for themselves whom they paid out of their commission and who was supposed to be responsible for the results. But here it will readily be seen that the interests or reputation of such manager would often conflict with the interests of the general agent since in declining business he did not deem desirable, he was cutting down the income of the agents who lived by their commission on the premiums, and this we submit is hardly a fair position, in which to place a manager. We therefore arrive at the conclusion that the most satisfactory method both for the companies and their representatives is that which makes both interests identical, and this can only be brought about by the joint remuneration of a salary and a commission on the profits, the former sufficient to live on, in his station of life, and the latter, large enough to incite both caution and energy.

#### THE DRUGGISTS' CONVENTION AND PROPRIETARY MEDICINES.

With patience worthy of a better cause, or, at least, of more satisfactory results, we have wandered through the whole of the learned speeches on proprietary goods as reported at the late Druggists' convention. The report of the special committee was presented by Mr. Kline, representing the American Phar-

maceutical Association, and was followed by a prolonged and vigorous debate—the most extended and animated of the session, and showing plainly that business interests of a vital character had been touched. The question of cutting prices in proprietary goods has been before the association since its organization in 1876, and various plans have been submitted with a view to the amelioration of the evil, all, however, with no appreciable practical result. One of the speakers referring ironically to the introduction of such plans said: "I will give you an illustration how well, with a plan, you can get along. In the city of Chicago, up to six months ago, we had not a cutting druggist. Just then a man concluded it would be a good thing to start such a store. The claim is, he went with twenty thousand dollars around among the wholesale druggists of the city, and asked a supply of goods for that store. I will say for the credit of the wholesale trade of the city that he did not get a single dollar's worth in the city of Chicago. Because the wholesale trade said: "The retail trade of this city is more important to us than you are, sir." He was not only barred from the proprietor's goods, but he was not able to buy a single chemical or drug. What was the result? He went down to New York. They found he was responsible for the goods he asked for, and a New York house furnished the supplies. "What good is there in local organization?" is what I would ask. This man was unable to get his goods in the city of Chicago, but was able to get them in the city of New York. If you wholesalers and manufacturers will pledge yourselves, if, when notified by a local organization, or by a representative of your organization, that none of the members throughout this country will supply such a firm, such action is what we want. It is a matter of business with you whether the retail trade of the country is prosperous or unable to pay their debts. I beg of you as an Association. We cannot expect this evil can be done away with all at once, because there is no plan that could be formulated that is going to stop a commercial evil, but you can aid the retailer, certainly, to a great extent in carrying on a legitimate business.

Mr. Henry Canning, of Boston, read a lengthy paper stating, among other things, that nine out of ten lawyers consulted had reported the present plan of the American Pharmaceutical Association illegal, and that, in con-

sequence, a number of wholesale dealers and proprietors who had expressed themselves favorable to it had withdrawn their consent. In view of this Mr. Canning submitted a resolution:—"Resolved, that it is the sense of this Association that relief from cut rates can only be obtained by the concerted action of retail dealers through local organizations." Continuing, Mr. Canning said:—"By the words 'concerted action through local organizations,' I mean the establishment of local trade associations (particularly in the large cities) throughout the whole country, each association to be in close communion with all the rest, this close communion to result in closing the markets to the offenders." In these words Mr. Canning practically anticipated the conclusions of the Association. Speaking in favor of the Interstate League recently started in the west, Mr. Canning continued:—"As I understand it, the Interstate League represents the local organizations through the States represented, governed by a central board of officers and executive committee elected by delegates from each of the local bodies. These delegates, meeting annually, form an organization not too large to handle and yet actually voicing the general trade. Its platform is simply this: "Buy goods only of houses (jobbing or manufacturing) who will not furnish supplies (drugs as well as patents) to department stores and persistent cutters." You will see that this goes beyond the A. P. A. plan, which, if it could be adopted, only embraces all the preparations of a few leading proprietors. You will see also that the League, to be a complete success, must embrace all the States. While a single market, however distant, is open to the enemy the plan is imperfect.

After a warm debate, many elucidations and explanations, Dr. Pierce, Buffalo, said:—"It seems to be asking a great deal to expect that any plan can be formulated by this body, by the American Pharmaceutical Association, by the Proprietor's Association, or by any other association, which can operate as a perfect panacea for the evil." On motion the matter was referred to the Board of Control who reported leaving things in practically the same condition in which they were before the discussion began. Later on a plan was presented whereby proprietors are asked to pledge themselves (1) To adopt marks and keep records to enable them to discover from each retail package the name of the wholesale dealer to whom they sell goods;

(2) To contract with wholesale dealers that they must not sell to any retail dealer whose name is on the "Prohibited List;" (3) Upon report of the Secretary, indorsed by three retail dealers, members of the Interstate Retail Druggists' League, and of one wholesale dealer, member of the N. W. Druggists' Association, to add to the "Prohibited List," the name of any retail dealer who sells proprietor's goods at proprietor's prices. This provision not operative until 50 per cent. in the town or city are members of the League. On motion this "plan" was adopted.

With regard to the cutting of prices we think the Association as far as ever from a real, that is, a permanent, removal of the grievance. In the first place, the Inter-State League in our opinion never can be universal, and, even if it were, men in urgent need of cash will always be found, be Leagues and Associations never so powerful, ready to cut prices. Another great difficulty will be in getting purchasers to become informers,—this they will not become willingly of themselves, and no reputable retail dealer will care or dare to put paid spies upon his neighbours in the trade. The fact is this evil, if it can properly be so-called, is incidental to all departments of trade. Everywhere we see that the largest purchaser secures the largest discount, while effecting, at the same time, a saving in the cost of transportation. This will enable him to cut prices; and it will be to the interest of the proprietor or manufacturer to encourage and promote these large sales,—and until the owners of proprietary goods become veritable angels on the earth we shall look for no great change in the conditions against which the retail dealers in this convention have lodged their vigorous protest. Dr. Pierce of Buffalo, has, as a proprietor, given a subscription of \$2,000 to the Inter-State League; but this sum is as a drop in the bucket, and, so far, we have no intimation that others will follow his example. There are diseases peculiar to trade as there are also diseases peculiar to the human body, and for neither of which can medical or financial experts find a cure.

#### A PROFITABLE SEASON.

The depression in breadstuffs and live stock has happily not extended to other products in the realm of agriculture and even in those lines increased exports may make up to some extent for the lower basis of values which has been established. Thus Montreal has,

so far, shipped five and a half million bushels of grain and two thousand four hundred head of cattle more than a year ago.

The season's trade in dairy produce, though somewhat barren of incidents, has been in every respect satisfactory. The volume of business, especially in cheese, has been much larger and prices have averaged  $\frac{1}{2}$ ¢ per lb. above those of 1891. Quotations opened at 10¢ to 10 $\frac{1}{2}$ ¢ with a scarcity of white which consequently commanded a better price than colored. Every factory afterwards largely increased its make of this cheese until the position was reversed and colored came to sell at a premium of  $\frac{1}{2}$ ¢ to  $\frac{3}{4}$ ¢ above white. Favorable weather and good prices speedily led to the opening up of new factories and new districts, and the province of Quebec has come prominently forward both as respects quantity and quality. The inspector's visits have done good not only in ensuring uniformity and teaching the producers how to meet the requirements of the export trade, but in stirring up the farmers generally and showing them the value of the cheese industry.

In consequence of the large make there was a general expectation that the market would weaken, and numerous short sales were made. To fill their contracts the large operators were subsequently compelled to buy at stiff prices whether it went against the grain or not. Producers were generally satisfied at the range of values established and did not hold to such an extent as in some former years. A large proportion of the season's make is therefore out of first hands. With regard to the late make it will probably be large owing to the fine open weather. All the September and Octobers are unsold west of Toronto and these cannot be less than 150,000 boxes, but most of the cheese has been contracted for east of that point. The course of the market has been uneventful with no great deals or 'corners' attempted. As one large shipper stated "everyone has had their share this year. You simply had to pay prices the trade agreed on or be without stock. There has been no difficulty about getting rid of it. The goods have either been shipped right through or are held here on English account." About a quarter of a million boxes, chiefly June and July, are in cold storage in Canada, and the city warehouses are occupied to about their full capacity.

Canadians have operated as freely as usual in the Ogdensburg and other districts of the United States, but fraud-

ulent branding is denied. There may be exceptional cases, but Canadians know that it is not to their best interest to mix brands and sell American stock as Canadian. To unscrupulous traders the temptation has naturally been great, as European buyers have given ½c per lb more for Canadian than for States cheese, and the former has been saleable this season at times when the latter could not be moved at all. Reports have reached here that the British make is a short one. Reliable information is that there is a shortage of 25 per cent. in the south of England, but the production is large in Cheshire, and there is an increase of 5 per cent. in Scotland. With regard to the distribution of our exports, considerable stock has gone this year to Leith, Dundee and Aberdeen, owing to improved communication with those parts. Ocean freights have ruled much the same as last season. The range has been 20s to 25s most of the time for both butter and cheese but there has been an advance of 5s this week, 25s having been asked to Liverpool and 30s to Bristol. Exchange has been extremely high. The cholera scare put rates up by curtailing shipments from the United States, thus restricting business and causing a scarcity of bills. Insurance has been cheap. Generally at this season rates are advanced, but they are now actually lower than in the summer months, the result of competition.

The season has been favorable for dairy and creamery butter in three important particulars; make, prices, and demand. Latterly the export outlet has been closed by high prices on this side, holders asking 23½c for Sept., and Oct. creamery, whereas cable limits will not allow of more than 22c or 22½c being paid. The production continues large and has been larger than usual all season. Dairy butter is in good local demand and sells from 18c up to 20c, the latter for selected Townships. No Brockville or Morrisburg is offering, as those districts now put most of the milk into cheese, only making enough butter for local consumption. The American markets appear to be weaker at the moment. Chicago has been offering butter here, but British orders at recent high prices have been cancelled and the trade is at a standstill. As will be seen by the accompanying table, prepared for this issue by a city forwarding firm, Messrs Cunningham & Lemessurier, Montreal's exports of butter and cheese are well in advance of last season. Week ended 30th September with comparisons:—

CHEESE.

Str.	Des.	Local	Thro	Total
Sardinian,	Liverpool	3286	3656	6942
Lake Superior,	"	393		393
Lake Huron,	"	1508	1794	3302
Oregon,	"	3024	3105	6129
Sarmatian,	Glasgow	213	2078	2291
Concordia,	"	1862		1862
Brazillian,	London	21274	37934	59208
Total.		31560	48567	80127
Corresponding week last year,				24,417
Shipments to date,				1,167,424
Shipments to date last year,				1,014,789

BUTTER.

Sardinian,	Liverpool	277	300	577
Lake Superior,	"			
Lake Huron,	"			
Oregon,	"			
Sarmatian,	Glasgow	100		100
Concordia,	"		150	150
Brazillian,	London	78	100	178
Total,		455	550	1005
Corresponding week last year,				3,688
Shipments to date,				59,186
Shipments to date last year,				49,236

TEXTILE FABRICS.

In the manufacture of textile fabrics seventeen different kinds of materials are employed. These include sheeps' wool, silk, cashmere, mohair, alpaca, camel's hair, cotton, flax, hemp, jute, China grass, ramie, shoddy, extracts, mungo, noils and flocks, of which wool, cotton, shoddy and silk are the principal fibres. Of wool, the best part of the product is saved for use in worsted goods and broadcloths. The inferior parts taken from the sheep's neck and feet are utilized in the weaving of low-grade union cassimeres and cheap overcoatings. The wool fibre is naturally soft and pleasing to the touch, it will absorb dye-stuffs and retain them under various conditions, and the fibres can felt and thus make the goods strong. Shoddy enters largely into the composition of woollen goods nowadays and not all goods claimed to be all wool are really such. yet how few people can tell what shoddy is. Formerly shoddy was only the waste from the pure wool during the process of manufacturing, but at the present day it consists of the fibre obtained from waste and old rags, such as tailors clippings, soiled and worn garments, woollen rags of all kinds, and anything from which a woolly fibre can be obtained. Improved machinery enables the manufacturer to reduce all kinds of old wool materials to a fibrous form and work them into cloth again. To tell if a piece of goods contains shoddy select a few threads from the piece and magnify them. If the fibres are smooth and uniform there has been no adulteration. If, however, the fibres are broken and uneven, more or less shoddy has been employed in its manufacture. Some pieces of goods are made with the face of pure wool and the back, and sometimes the interior, of inferior shoddy. Mungo is still worse than shoddy

and consists of the material obtained from all the dirty, diseased rags obtained from the gutters, hospitals and junk-shops. Responsible houses should make it their business to know if a percentage of shoddy or mungo has been worked into their goods. Shoddy and mungo cannot retain the dye stuffs permanently and the cloth soon fades, injuring the business of the house dealing in such goods.

Silk is another of the materials which tempt the manufacturer to use substitutes. Good silk always remains good, but poor or adulterated silk loses its brilliancy in a short time. "Waste silk" is procured from defective cocoons, which are the result of two or more worms occupying one cocoon, thus spinning two threads. Waste silk is largely used in knickerbocker goods. To test silk remove one of the threads, and if it is found under the magnifying glass to consist of long, slender strands of shining substance, with the strands lying in a parallel position, it is pure silk.

Cotton is greatly used to adulterate woollens on account of its comparative cheapness; silk is also largely adulterated by the addition of cotton. Some union cassimeres containing 60 per cent. of cotton, yet have their trade-mark reading "all wool." When cotton is mixed with the wool before carding, it is hard to detect in the goods, the only test being by the general "feel" of the goods and by acid tests, but if cotton has been woven on the back or interior of the goods, the fraud may be seen by picking out a few threads and comparing them with some known to be all wool. We have to acknowledge our indebtedness to the Chicago "Dry Goods Bulletin" for a portion of the facts cited above.

READING THE LESSONS.

In the Anglican Church at Point St. Charles (Montreal), founded by the late Mr. C. J. Brydges, and dedicated to the memory of his wife, the appointed Lessons were read last Sunday by Sir Henry Tyler, President of the Grand Trunk. It is a custom in the Church of England that laymen should read the Scriptures, and Mr. Gladstone usually does so in his son's church at Havarden. Sir Henry Tyler's having done so last Sunday may have been, in part, due to the fact that the worshippers are mostly employees of the G. T. R., their wives and families.

It is no doubt commendable when a man of such recognized probity as Sir Henry, occupying a distinguished position, takes such a stand. It cannot but have the effect of encouraging the hearers to be more decided in their attitude towards the church and society. And while we

admit that there are honest men outside as well as inside the communion of the churches; while it is also true that men sometimes make religion a mask behind which to hide the villain's face; while an evil soul may produce holy writ, and be in so doing—to quote Shakespeare's opinion of him—"a goodly apple rotten at the core,"—yet, nevertheless, it is more than probable that, other things being equal, a man being a good Christian will be a more valuable member of society—a better soldier, sailor, clerk or man of business. We are not speaking now of those who "profess and call themselves Christians," of men whose allegiance is one of words only, but of those who live honestly to their belief. As men are by nature constituted they require a motive to right doing; and this is recognized in the every-day saying, "Honesty is the best policy." But a man who is honest from policy, and not from a sense of duty and right, is not honest in the highest sense of the term. There are not wanting disciples of those who teach altruism—that virtue is virtue only when considered as its own reward; and that many such men have so lived is a matter beyond question. Spinoza, Renan and many others bear witness to a loftiness of character and a sincerity of purpose rarely equalled among eminently good Christians. We do not wish to enter the domain of Theology, nor are we doing so. We simply maintain that all men require a motive to goodness, and that for the vast majority Christianity alone can supply that motive to uprightness. We believe that the young men as well as the old need this, and that a man will be a better man of business if, added to natural ability, ambition and industry, he has extra incentives to honesty and virtue. We have alluded to this only because of its bearing upon business character, and as suggested by the action of Sir Henry Tyler. For the man who trades on a mere show of religion; whose life is a living lie, and who uses the very Courts of the Temple as one of the money-changers, there is only the stigma of merited rebuke. Such a soul is seared with the white spot of festering leprosy, and when detection comes there is the lash of the whip of scorpions—contempt of all honest men, disgrace, outlawry!

#### ALLEGED GRAVEYARD INSURANCE.

Quite a sensation was created in St. John, N. B., lately when it became known that three professional men, one a clergyman, had been arrested on charges of fraud. Rev. Sidney Welton, pastor of Main street church; C. B. Welton, his brother, formerly a minister and until re-

cently agent of the Union Mutual, of Portland, Me., and Dr. E. C. Randall, of Hillsboro, N. B., are charged with the offence commonly called "graveyard insurance," which consists among other features in insuring the life of a dying man by false representations as to his condition, and thus swindling the interested companies. The Rev. Sidney is accused of insuring the life of W. H. Reid, of Albert Co., N. B., for \$3,000 with the Total Abstinence Insurance Co., Chicago, when Mr. Reid was so far gone in consumption that his death was a matter of but a few weeks or days. E. C. Randall and C. B. Welton are charged with aiding and abetting the swindle. We find particulars of a similar case in a letter from Moncton to the Halifax "Herald." Two years ago Daniel Morrison, a carpenter living near Hillsboro, Albert county, was insured in three policies amounting to \$8,500, including \$5,000 in the Mutual Reserve Fund Life Association of New York, for which Rev. Sydney Welton was characteristically agent; \$2,000 in the Union Mutual of Maine, and \$1,500 in the Golden Rule Alliance, of which Rev. C. B. Welton was the agent. The medical examiner was Dr. E. C. Randall. Daniel Morrison was a poor man and generally known to have been for some time in poor health, apparently a victim of lung disease. The policies were made payable to his brother, Norman Morrison, a farmer who it now appears was very much in debt. The strangest part of the story is that neither of the Morrisons ever paid a dollar of the premiums. Notes were given for the first premiums, but the Morrisons being in poor circumstances were unable to pay them, if it ever was intended that they should. It is alleged these notes were taken care of by one of the agents, C. B. Welton, and the subsequent premiums were paid by him also as they became due under arrangement with Norman Morrison, which has since been the subject of a good deal of dispute. Norman Morrison says the first arrangement was that Welton was to receive \$2,000 for paying the premiums until the death of the assured. When the latter became very ill, Welton is said to have refused to pay any more unless Morrison, the beneficiary, agreed to give him the whole of the claim except \$2,000. When the assured Morrison died, the companies paid the claims and by some means Welton obtained possession of the checks, drew the \$8,500 and is reported to have paid Morrison \$1,500 keeping the remaining \$7,000. The premiums paid did not exceed \$400 or \$500. It is said Dr. Randall received \$1,000 as his share. Some of the facts were brought out in a recent application to

a provincial judge on behalf of one of Morrison's creditors to compel him to make a disclosure. It is averred the assured was not examined at all and that his brother underwent the medical test, but this is not certain. Norman Morrison has threatened to sue Welton, but has not begun any suit. Mr. Welton has not yet given any public account of the affair, and his side of the story may be entirely different. A preliminary examination of C. B. Welton and Dr. Randall has been held on the information of the Golden Rule Alliance Association. The presence of Gideon B. Reid could not be obtained. He escaped the pursuit of a detective in Albert county. William Turner, father of Mrs. Wm. Reid, gave evidence to the effect that his son-in-law, W. H. Reid, died about two years ago and after his death Mrs. Turner was informed by the deceased's widow that her husband's life was insured. A letter from Dr. Randall was read, telling the witness that Reid was insured for \$1,000, and also to keep quiet, as the company would not pay a cent if they obtained all the particulars. The witness said that he had not known hitherto of W. H. Reid's life being insured, as Reid had come home sick from the United States three months before. Mrs. Reid testified that she did not know of any insurance till after her husband's death, that she received less than \$1,000 and that her signature was forged to all receipts for a larger amount.

#### LOSING THE CANADIAN MARKET.

The changes which are taking place in the iron trade are adverse to the interests of the Scotch masters who appear to be losing the advantage they have held for so many years in this market. Although it is considered necessary to use a certain proportion of Scotch iron in mixing to obtain good results, it is becoming evident that the importations this season will show a noticeable decline.

Little, if any, American iron is being used east of Toronto, but west of that city buyers have been supplied largely from the furnaces in the western and southern States. The complaint has been made that railway rates were maintained at too high a level in the spring to permit of Scotch iron being successfully imported by way of the St. Lawrence, whereas railway competition in the west allowed of low rates from the American furnaces into Ontario. Another reason for the reported reduction in imports is that most of the Scotch makers brands are scarce as they have over sold. There is also a larger consumption of Canadian iron. The low price of American brands is causing a severe depression in this in-

dustry in the United States. This is largely due to the principles on which business is conducted. Makers are practically in the hands of their sales agents who sell on a commission of 25 per cent and are frequently tempted to close out deals with little regard to the margin of profit left to the manufacturers. To such an extent has this system of selling spread that the makers have lost control of the market and they are growing poorer while the sales agents are becoming richer every day. Their experience has been that agents will cut prices to almost any extent so as to close out a sale and make their commission. In England and Scotland the iron masters on the contrary control the markets with a strong hand.

The excellent qualities of Canadian charcoal iron are becoming more universally known. A one inch test bar which poured direct from the pig bed at the Three Rivers furnaces was shown us which had a breaking strain of 4,760 lbs. The highest record of Lake Superior American charcoal iron is from 2,300 to 2,400 lbs.

FIRE INSURANCE RATES AND RATIOS.

The subjoined table of rates and loss ratios in the several States and in Canada, which we find in several of our American exchanges credited to the "Insurance Age," may be of interest to those of our readers concerned in matters relating to insurance—and where is the business man who is not?—

Place.	Yrs.	Rate	Losses	Loss Ratio.
Alabama	13	1.34	\$4,252,934	59.3
Alaska	8	3.22	85,174	36.0
Arizona	8	2.75	282,426	57.0
Arkansas	17	2.05	4,090,894	62.9
California	21	1.50	84,174,274	33.3
Colorado	10	1.80	3,523,562	34.1
Connecticut	21	1.01	17,201,515	46.7
Dakota	7	2.21	2,852,259	45.1
Delaware	12	0.58	1,237,510	63.0
Dist. of Col	9	0.61	762,640	37.9
Florida	13	1.20	3,023,569	38.8
Georgia	10	1.18	8,193,471	63.0
Idaho	9	3.00	278,734	64.8
Illinois	23	1.15	68,601,825	49.5
Indiana	14	1.67	16,421,054	53.2
Indian Ter.	4	2.48	46,912	32.3
Iowa	22	1.63	20,694,224	39.1
Kansas	21	1.50	10,087,658	45.0
Kentucky	22	1.21	18,879,812	57.3
Louisiana	9	1.08	10,971,666	48.0
Maine	24	1.23	13,678,053	66.8
Maryland	19	0.67	16,001,518	55.3
Mass.	20	1.11	64,929,832	55.1
Michigan	22	1.32	32,056,950	67.0
Minnesota	20	1.36	23,637,827	61.8
Mississippi	8	1.74	1,701,903	5.0
Missouri	20	1.21	40,110,000	61.0
Montana	10	2.40	1,341,441	42.7
Nebraska	15	1.58	6,489,580	41.0
Nevada	9	2.60	862,885	39.5
New H.	23	1.30	7,234,509	56.5
New Jersey	16	0.79	17,405,545	48.2
New Mex.	10	2.11	567,802	45.8
New York	19	0.59	192,037,536	56.5
N. Carolina	11	1.51	3,300,623	65.6
N. Dakota	3	1.90	488,754	46.0
Ohio	24	1.26	63,847,696	53.7
Oklahoma	1	3.36	3,128	12.9
Oregon	8	2.10	1,406,235	34.9
Penn.	19	1.05	5,886,480	63.5
Rh. Island	23	0.95	12,594,702	31.7
S. Carolina	9	1.22	2,287,456	47.5
S. Dakota	2	2.28	462,449	48.3
Tennessee	18	1.59	11,623,802	64.4
Texas	27	1.84	18,862,967	57.7
Utah	10	1.97	622,726	36.6
Vermont	15	1.57	3,872,708	73.0
Virginia	10	1.31	6,852,714	62.3
Washington	8	2.32	4,235,455	82.0
W. Virginia	9	1.10	1,023,939	60.0
Wisconsin	23	1.36	30,828,233	53.4
Wyoming	10	1.95	822,439	39.4
Canada	23	0.97	57,176,009	60.9
Totals	756	1.01	\$874,469,064	49.9

The total amount written foots up \$176,468,585,600; and the premiums \$1,772,430,000.

SPOONER'S "PHENYLE."

We have received samples of this disinfectant, the label on which declares that it "prevents diseases and bad smells in "sinks, winals and stables, wet or dry "places, and motlis in furs, clothing, etc. "Advised by highest authority." The value of "Phenyle" is attested by the fact that, with a view to the city's health during the World's Fair, the firm in charge of civic sanitation in Chicago has ordered twenty tons. This is the same firm, we believe an English one, that had charge of a corresponding work during the Paris Exposition in 1889. It would be well if other cities as well as individuals followed this lead. The disinfectant is manufactured by Alonzo W. Spooner of Port Hope, Ont., for whom we predict a success as great as it is well deserved. Phenyle is manufactured by a secret patented process, and it is claimed for it that there is no better disinfectant known. It destroys offensive odors, is certain death to insect life; prevents contagious diseases; particularly those arising from foul premises, and is a preventive of sickness among hogs, horses and other animals. It is invaluable in the sick room in destroying offensive odors, and is particularly useful in factories where large numbers of people are congregated, in keeping the atmosphere of closets pure and wholesome. It is put up for family use in pound packages, packed in convenient boxes for the retail trade, and in small two-inch cubes for use in small offices, or on desks, etc., as a paper weight. At a time when large cities in Europe and even New York are troubled over the cholera epidemic, it behooves all of us to take every precaution within easy reach and Phenyle is one of the simplest and best.

THE ORANGE CROP.

From our southern exchanges we gather that the season's orange crop in Florida has been overestimated, and it is not believed that more than two-thirds of a crop will be harvested. Many of the groves may fall below one-half their usual output, and prices therefore likely to rise. Some of the present crop of oranges are reported to have sold on the tree at \$1.60. Buyers have been recently patrolling the State asserting the existence of a "splendid crop" in hopes of keeping down prices, but growers seem to be "getting on" to their tactics, some of the growers complaining of their experience of last year when a number of them who sold during the depression and scare were, within one week after, offered more than double what they sold for. One man who held on to his stock, soon after obtained over three times the price realized by his neighbors. There are also likely to be lessened imports from the Mediterranean owing to the cholera scare, and this should have some influence on prices.

—John J. D. McBeth (bakery, fruit, etc.) Smith's Falls, has failed and failed badly. His assets are about \$600, and his liabilities about \$6,000 or over. The failure, which has been expected for the last year, was largely caused by the rather lavish way in which he conducted his

business. Not satisfied with doing things on a moderate scale, and not having much capital to speak of, nor doing a business scarcely sufficient to meet even his expenses, the result is his present failure. The only thing that surprises one is how he managed to keep things going so long and fail for such an amount.

—The estate of H. E. Wimperly & Co., piano agents, etc., at Belleville, is one that holds forth prospects of very lean pickings for the creditors, the only assets being a piano valued at \$400, and it is not yet known what interest Wimperly had in it. Wimperly assigned on the 13th ult. His liabilities are \$960. He left no books and very little information regarding his affairs. The estate will not pay expenses and preferential claims even should the piano be held to belong to the estate. Wimperly is said to be now sojourning in Rochester, N. Y. His failure is attributed to keen competition.

—Nova Scotia reports state that H. A. Hillocoat, musical instruments, Amherst, is endeavoring to compromise at 60c on the dollar, cash. Liabilities are \$2,300. He has been in business some years and lost money by being burnt out in September last. His insurance only reached \$1,500 on a stock valued at \$3,500.—Walter McLeod, tailor, Summerside, P. E. I., is reported away.—J. S. McGivern, Bridgetown and Fred. Cameron, Westville, N. S., have assigned.—J. H. Whitman, general store, Salmon river, will call a meeting of his creditors.—Wm. Brown, hotel, Moncton, and C. I. Fowler, store, Woodstock, N. B., have both assigned.

—Nearly 1,200 head of Canadian cattle were recently sold at auction in Aberdeen, this being the largest sale of Canadian cattle ever held there. The stock was generally good, and consisted of the two shipments ex Baumvall and State of Georgia. The Baumvall consignment was sold first and attracted a large attendance of buyers. Bullocks, heifers and dairy cows were the cargo, the best class of animals fetching £16 to £18 and those for keeping purposes £12 to £15 for good sorts. Heifers, of which there were about 100, made £15 to £17; second quality £10 to £14. The State of Georgia's stock did not sell well and there was a concession of nearly £1 per head to buyers.

—Mr. Wm. Boulter, president of the Canadian Packer's Association, who has been on a month's business trip to the Pacific coast, where he has been enquiring into the fruit and vegetable production of the Pacific province, says that they will not be able to produce enough to supply the local demand for many years.

Another leather man, young in years this time, has made a mess of it, and brought, by his exposure of his plans, sorrow and humiliation to more than one family "Good riddance" is the only satisfactory feature of the mean business.

A NEW FIELD.

In forwarding us the advertisement that appears elsewhere, Mr. A. J. Richardson of Hamilton, Bermuda, directs attention to the lack of Canadian products in the markets of those islands. As every little helps, it is to be hoped some of our readers may avail themselves of the suggestion. The "Journal of Commerce" is largely subscribed for by business men in the Bermudas, the West Indies and British Guiana.

Our Moose Jaw (N.W.T.) correspondent writes under date, 1st October:—An unusual sight on the 1st of Oct. in any part of Canada, at least East of the Pacific Coast, is visible here. Last spring

IT IS CERTAINLY

**A GREAT TRIBUTE TO MELISSA**

THAT SUCH PERSISTENT ATTEMPTS ARE MADE TO PRODUCE IMITATIONS.

Counterfeit money to pass current even among the most ignorant must be made to resemble genuine coin.

In like manner it is found necessary to even copy Melissa patterns and styles in the frantic effort to place imitation goods on the market.

**ALL IN VAIN.**—The public are not so easily humbugged, and regard with undisguised contempt such an underhand and paltry manner of doing business.

Our Melissa Cloths are manufactured by the largest and best mills in the country. All our patterns are made specially for us and the mills guarantee they will neither reproduce them in any other cloth, nor sell them to any other firm.

**WE NEITHER DEAL IN COUNTERFEITS NOR PLAY SECOND FIDDLE.**

Copies of Melissa patterns must therefore be obtained from some of the smaller inferior mills in lower grades of cloth.

**NOTHING EQUAL TO MELISSA HAS EVER HERETOFORE BEEN PRODUCED** either for Ladies' Cloakings or Men's Ulsterings. There is a large range of the most fashionable colorings and patterns to choose from. The Cloth being thoroughly Rainproof you get, in a Melissa Cloak or Overcoat, a beautiful fine soft Woollen Garment having all the advantages of a Waterproof without any of the disagreeable or unhealthy qualities.**WE HAVE PLACED IN THE HANDS OF****Leading Wholesale Dry Goods, Millinery and Woollen Houses**

A Beautiful Range of Melissa Cloths, suitable for Ladies' Cloakings and Men's Wraps, which are now being shown by their Travellers.

**IN FUTURE GENUINE MELISSA CLOTHS CAN ONLY BE OBTAINED THROUGH THE ABOVE MENTIONED CHANNELS.**

All Genuine Porous Rainproof Cloths are stamped in wax with the Melissa trade mark seal, and Melissa Garments have the trade mark label attached. None other genuine.

Men's Rainproof Garments will, as heretofore, be sold through J. W. MACKEDIE &amp; Co., Montreal

**THE MELISSA MANUFACTURING CO.**

the C.P.R. Coy. enclosed here some seven acres for a vegetable garden and a park and a smaller one for a flower garden. In the latter petunias, phlox, verbenas, stocks &c. are to-day as fresh in color and look as healthy as they did in July and August last; and in the former, corn, melons &c., not to mention harder vegetables, are still untouched with frost. These plots of ground excite the admiration and wonder of travellers over the C.P.R., some e.g. from Kansas and Southern Nebraska reporting that all that was not ripe has for some time past been cut down with frost in their southern countries.—E. A. Baker & Co., I. M. Chalmers, W. W. Bolo, H. McBride & Co., merchants, and J. M. Simington, baker here, are engaged in building commodious places of business, indicating their prosperity.—Thomas B. Baker and H. A. Robinson, grain merchants here, were last evening appointed by the Moose Jaw Board of Trade delegates from the Board to the meeting to be held at Winnipeg on the 6th prox., to consider the whole question of grain inspection. The harvest here though not as large as the exceptionally large one of last year is still much above the average in quantity—some farmers having as high an average as 35 bushels of wheat per acre—and is excellent in quality.

After a somewhat precarious state of of existence, extending over several years, the Anglo-American Novelty Co., of Toronto, has thrown up the sponge. The nominal ownership of this Company may be likened to the "shifting sands of the desert," inasmuch as it has constantly fluctuated between Oldfield, his wife and others, as the exigencies of the occasion required. The business has since been assigned to the debtors. Two Toronto firms (one of them Buntin, Reid & Co.) hold chattel mortgages, which practically leave nothing for the unsecured.

Mr. F. Magor of this city sails by the Parisian to-day for England; to be absent for some months.

M. Nadeau & Co., a Fraserville paint and furniture firm have assigned for the benefit of their creditors, and it is thought the estate will pay about 15 cents in the dollar.

There appears to be an increased desire latterly to secure property on St. Catherine Street, at or near the head of Dominion Square. No sooner has Mr. Tooke's purchase at \$9 a square foot been completed than we hear of another purchase about a block east (corner of Metcalfe St.) at \$10 a foot.

**Financial.**

Thursday Evg., Oct. 6th, '92.

Money in London is cabled at  $\frac{3}{4}$  to 15-16, while the bank rate is 2 per cent. Locally the market is quiet and unchanged. Sterling 60 day bills close at  $9\frac{1}{2}$  to  $\frac{1}{4}$  and  $9\frac{1}{2}$  to  $\frac{1}{2}$ ; demand 9 7-16 to  $\frac{1}{2}$  and  $9\frac{1}{2}$  to  $\frac{1}{2}$ ; cables  $9\frac{1}{2}$  to 10. New York funds par to 1-32 and  $\frac{1}{2}$  to  $\frac{1}{4}$ . Posted sterling in New York 4.86 and 4.87%. Documentary sixties  $8\frac{1}{2}$  to  $\frac{1}{2}$ . Cattle bills  $8\frac{1}{2}$  to 9. The stock market has again been strong and excited although all the stocks have not held the advance to the close. One of the most active was gas, nearly 7,800 shares being placed. It closed at 226 $\frac{1}{4}$  bid, after selling up from 218 to 227, ex-dividend. Telegraph closed firm at 148 1-6 ex-dividend, and sales for the week were large. Cable advanced from 163 to 167 and closed 1 per cent. lower than the top price. Passenger was quiet although a great ado has been made about enlarged receipts on account of improved service. It strengthened but fell back again. Electric fluctuated between 220 and 225. Pacific was steady at about 86. Cottons were

fairly active. In banks, Montreal was chiefly called for and the stock advanced from 227 to 231. Commerce was dull and Molsons firm. Merchants rose to 163 but fell back to its starting point 161 $\frac{1}{2}$ . The record for the week as per Clouston & Co., stock brokers, is as follows:—

Banks.	No. Shares.	Highest price.	Lowest price.	Average this week last year.
Montreal .....	845	231	227	227 $\frac{1}{2}$
Peoples .....	85	108	108	97
Molsons .....	100	171	170	....
Toronto .....	25	253	253	....
Jacques-Cartier ..	1	120	120	....
Merchants .....	172	163	161 $\frac{1}{2}$	149 $\frac{1}{2}$
Commerce .....	25	145	145	131 $\frac{1}{2}$
<i>Miscellaneous.</i>				
Cable .....	4780	167	163	121 $\frac{1}{2}$
Telegraph .....	3505	148 $\frac{1}{2}$	146 $\frac{1}{2}$	110
Nor. West Ld. ....	100	86 $\frac{1}{2}$	84	80 $\frac{1}{2}$
Richelieu .....	425	70	67	55 $\frac{1}{2}$
Passenger .....	530	249	247 $\frac{1}{2}$	192 $\frac{1}{2}$
Gas .....	7764	227	218	201
Pacific .....	528	87	85	89 $\frac{1}{2}$
Colored Cotton ..	176	101	108 $\frac{1}{2}$	....
Colored Cot Bds..	\$400	103 $\frac{1}{2}$	103 $\frac{1}{2}$	....
Montreal Cotton..	380	144	143	....
Nchts Mig Co. ....	45	140	130	....
Dominion Cotton.	1036	136 $\frac{1}{2}$	132	....
Telephone .....	130	164	162	137
Electric .....	644 $\frac{1}{2}$	225	220	125
Duluth Com. ....	1775	13 $\frac{1}{2}$	13 $\frac{1}{2}$	....
Duluth Pref. ....	25	31 $\frac{1}{2}$	31 $\frac{1}{2}$	....

Afternoon sales not included in above statement:—Gas, 226 $\frac{1}{4}$ ; 25 do, 226; 100 cable, 166 $\frac{1}{2}$ ; 100 do., 166 $\frac{1}{2}$ ; 25 do. 167; 190 Montreal, 231; 25 do., 231 $\frac{1}{2}$ ; 40 Molsons, 172; 15 Commerce, 145; 55 Telegraph, 148 $\frac{1}{2}$ ; 50 Richelieu, 69 $\frac{1}{2}$ ; 25 colored cotton, 111; 30 do, 111 $\frac{1}{2}$ .

# THE 'ETNA' BOILER

(W. BEAUPRE'S PATENT.)

IS NOW MANUFACTURED BY

## WM. CLENDINNENG & SON,

We Claim for the "ETNA," perfect circulation.

Any section can be replaced without disconnecting the Water Pipes.

Latest improved Rocking and Dumping Grate.

Manufactured in sizes from 1 to 8.

SEND FOR CUTS AND PRICE LIST.

## WM. CLENDINNENG & SON,

145 TO 179 WILLIAM STREET, MONTREAL.

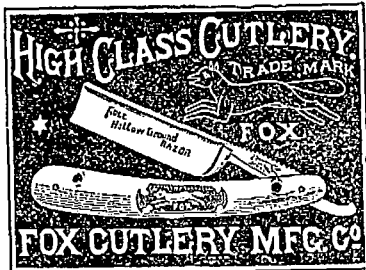
### J. E. R. RENAULT

Commission Merchant

and General Agent,

96 Bridge Street, QUEBEC.

Consignments solicited.  
Collections made in all parts of the Province of Quebec.  
References furnished when required and correspondence cheerfully attended to.



CANADIAN BRANCH:

TEMPLE BUILDING, MONTREAL.

MONTREAL WHOLESALE MARKETS

Thursday Evg., Oct, 6th, '92.

The fall trade is being entered upon with good spirit and increased confidence, but the cloud is lifting slowly in some leading lines and low prices and small profits are still the rule. An effort is being made to persuade the railway companies not to advance freights until the first of December. Goods have been booked in Europe on through bills to the west up to the close of navigation at summer rates

## Our Inducements

A GOOD ARTICLE:

AT A FAIR PRICE.

Our .: Celebrated .: Brands :

"CABLE,"

"MUNGO,"

"EL PADRE,"

— AND —

"MADRE E HIJO."

Are as staple as flour, sell readily and always in demand. Millions of each brand sold annually; sales constantly increasing.

## S. DAVIS & SONS

The Largest Cigar Manufacturers in the Dominion.

and an advance until then would be so much more added to the cost of merchandise forwarded west from Montreal. The Hansa line in withdrawing its steamers thus early in the season from Montreal on account of the serious delays caused by the local quarantine officials, may have acted wisely but local consigners are likely to suffer, and the cost of German goods will be enhanced. After all the cholera has let Canada off cheaply this season. Amer-

icans who were put on short allowances of sugar on account of quarantine regulations against ships arriving at their ports with raw stock have been, with the exception of the Trust, agreeably surprised this week at receiving some thousands of barrels of the best Canadian refined. The particulars are contained elsewhere.

Ashes.—Receipts are smaller than ever only 5 bbls pots, have come in for October, an average of one bbl daily. The price of pots has improved and 4.60 to 4.65 would now be paid for any tares of first sort. Seconds 3.90 to 4.00. Pearl nominal; about \$5.50 for first sort. The stock in store at 6 p. m., on 6th Oct., is 76 bbl pots. and 46bbl pearls.

Butter and Cheese.—A fair local enquiry is reported for butter. Business in Kamouraska has been done at 17c for lower ports trade. Good western sold at 18c and 18½c. Under grades around 15c and 16c are wanted. Brockville and Morrisburg butter scarce here. Choice creamery sold at 23½c for local trade, but exporters cannot pay this. Many holders ask 24c. Townships is worth 20c for selects and 19c for straight goods. Cheese is slow, but the feeling is strong at the close. The top price for white and colored choice September is about 10½c with colored more difficult to buy. These goods are referred to elsewhere. At Ingersoll this week the offerings were 1,015 boxes September. Market dull. Woodstock also reports no sales. Six factories offered 8,000 boxes September and balance of season.

Canned Goods.—Generally speaking the market is dull and prices favor buyers. An exception must be made with regard to salmon which is firm at \$1.45



# THE TYPOGRAPH!

THE WONDERFUL TYPE-SETTING MACHINE.

HAVE YOU SEEN IT ? . . . . .  
DO YOU KNOW HOW MUCH IT WILL SAVE ?  
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**MONTREAL ANNEX**

Bell Telephone 2433.

147 St. James St., MONTREAL

to \$1.50 per dozen, and likely to go higher. Large foreign purchases of British Columbia salmon have been made and the pack is not excessive. Other fish goods in slow demand but unchanged. Vegetables and fruits are dull. Jobbers do not care to stock up and prefer to buy in a hand-to-mouth fashion from the factorymen. Retailers have still a supply of last years goods on their shelves, sufficient to last them for some time.

Chemicals, Glass Etc.—Owing to late quarantine of Hamburg ships at this side, the Hansa line boats have been taken off the route and later shipments will reach here via Halifax or American ports. Certain chemicals as well as glass will be firmer, and importers will suffer inconvenience and loss. Orders to 25th October were booked in

Germany earlier in the season. The rate of freight will now be nearer 30s than 15s. An advance in glass is probable. The stock of disinfectants in Montreal is not large; prices are steady and likely to remain so as freights are firm and going up. A decline in England might cause lower prices, but this is not looked for here.

Dry Goods.—Our suburban trade is reported as being quite up to the mark and judging from the carriages and people that are seen in the vicinity of our city retail warehouses, and from what is told us the week since our last review has been a brisk one. Wholesalers are more cheerful and prospects are considered good. Travellers who are now mostly all out on their sorting and early spring trip, report a greater predisposition to buy than at the same date last year. Manufactures are fairly well satisfied with what is being done and look forward to a good winters' trade. Money is still slow and until the crops are realized upon, there will be little in circulation throughout the country at large.

Flour and Grain.—There has been slightly more demand for flour, both on local and lower ports account, but the general position continues unsatisfactory to sellers. Peas and oats are moving a little, but wheat is slow on spot. There is, however, more doing at country wheat points but at low values. Meal and feed unchanged. At Chicago the changes have been slight with prices on the whole steady. The last few weeks have presented magnificent weather, favoring a free movement of produce to the market and the maturing of such grain (corn) as has not previously been out of the way of harm by the frost. It has been too dry for the preparations for a bountiful harvest of winter wheat for next year in this country. There is but little new in wheat circles. The free movement from the Northwest keeps up as was to be expected, there being only

a moderate flow across the Atlantic. The result is a rapid filling up of our visible supply. The increase last week was but a trifle short of 3,000,000 bushels, and there is no present prospect that the rate of accumulation will speedily fall off. Wheat from the crop of this year has got to be moved from the farms where grown, and there are none of the arguments for holding so industriously circulated twelve months ago. Added to this is the fact that some deliveries of old wheat are said to have been made recently, and this has furnished the bears a plea for free selling on the theory that the reserves of 1891 would make amends for whatever deficiency may exist in 1892. But with this other bearish influences have not served further to depress prices. The range of quotations has been low for several weeks past and the most conservative men in the trade have begun to enquire if it is not possible that the bear facts in the situation have been over discounted. The wheat shipments from India have been falling off, those reported last week being 40 per cent. less than the previous week. Foreign advices indicate a crop of rye equal to 1890, and greatly in excess of last year. Russia will be in a better position to feed her home population and spare her wheat for export. As previously shown, both Russia and America are estimated to have only a moderate wheat crop this season, but the percentage of low grades in the American crop is so great that the average price of the lot ranges away down in the 60's instead of the 70's, the latter being obtainable on only a small proportion of the wheat sent to the market. Liverpool wheat, spot, firm but not active; corn do., feeling appears weaker; Liverpool standard California wheat, 6s 5d; mixed maize, 4s 7d; Canadian peas, 5s 5½d.

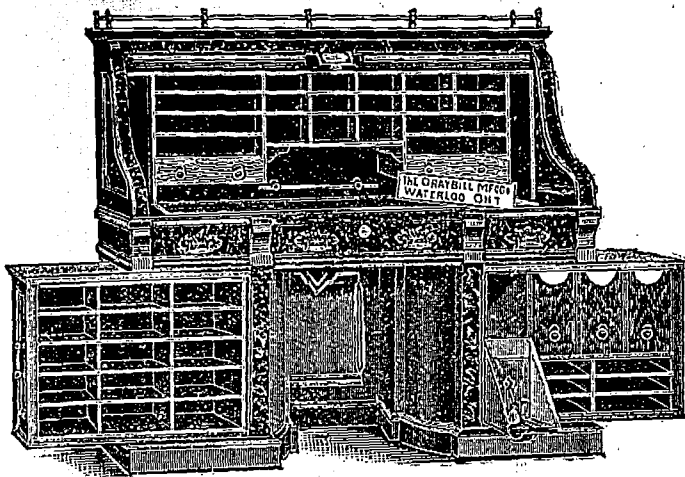
Green Fruits, Etc.—Fameuse apples from the Montreal district are reaching the market and they are more or less spotted. There is not a heavy crop and

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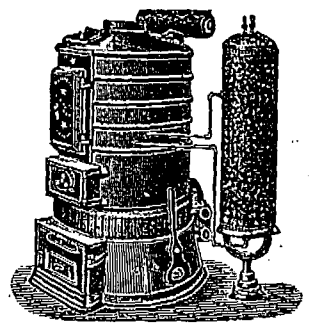
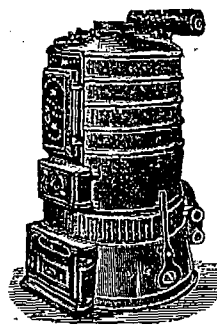
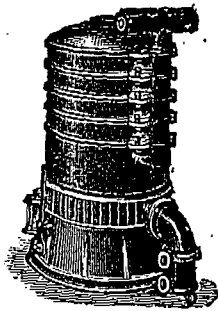
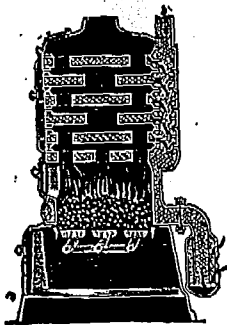
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The "Star" Boiler is the only one which can be always relied upon, and which affords the greatest satisfaction, when all others have failed; it is unequalled in finish, in heating power, and in economy of fuel. The largest and finest buildings on the continent are heated by the "Star" Boiler.

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quality is likely to be none too good. Prices are \$2 to \$2.50. On spot, fall apples are quoted at \$1.50 to \$2, and winter at \$2 to \$2.75. Canadian blue grapes 2½c to 3c and better varieties 3c to 5c. Lemons \$5 to \$6.50 per box. Jamaica oranges have been selling at \$8 to \$10 per bbl.; boxes, \$4.50. Bananas, yellow, \$1 to \$2; red, \$1.25 to \$1.50. Canadian peaches, cling, \$1 to \$1.50. California peaches in boxes, \$2.25 to \$2.50; grapes, \$2.75 to \$3. Spanish onions, \$1 per crate. Canadian pears in baskets, 50c to 60c; in bbls., F. Beauties, \$4 to \$4.50, other good sorts \$8 to \$10. Quinces \$1 basket. Almonds, 14½c to 15c; grenoble walnuts, 14½c; peanuts, 8 to 10c; pecans, 14½c to 15c; cocoanuts, \$4.50 per 100. Dates, 5c.

Groceries.—The Jobbing houses are

seasonably busy and there is a better feeling although prices still offer little margin for profit. On account of the arrival of the Avlona, raisins are weaker and have been offered at 4½c. Currants can be bought at 5½c to 5¾c. The chief talk of the week has been in connection with sugar. Reference has already been made to the short supplies of raw at American ports, owing to the strict quarantine arrangements. If a buyer wanted 80 or 100 tons, he would probably have to content himself with 15 or 20, and refined consequently became scarce. Naturally this led to an advance by the refiners, and prices crept up until the Canadian refining interest began to think there might be something in it for them, even after the payment of freight, insurance, tariff and custom dues and charges of all kinds. One city refinery sent through a special

train to Chicago with 2,500 bbls. and followed this up with 2,000 bbls. more. Another refinery sent sugar to the eastern American markets, and we understand that Hullifax sent refined sugar to Boston. The home refiners were glad of the opportunity to reduce their holdings and relieve the market, so got in about 10,000 bbls, when the Trust took action and put down prices 3-16c with a view of keeping out the Canadian article, although they did not have enough sugar themselves to supply the demand. The later shipments were subjected to annoying delays at the frontier, but got through in time to fill contracts. Shipments have also been made to the States from England. The American grocery trade is said to highly appreciate the Canadian article and the enterprise which led to its unexpected arrival in their midst. Both

# PROVINCE OF QUEBEC

## REVENUE DISTRICT OF MONTREAL.

### Schedule of Taxes, License Duties and Duties on Successions.

Payable Under 55-56 Vic., Caps. 10, 15 and 17

#### TAXES ON PROFESSIONS.

Payable on 1st October Annually.

All members of the different liberal professions, namely: Advocates, notaries, physicians, dentists, land surveyors, civil engineers and architects, practising their respective professions, shall pay:

In incorporated cities and towns an annual sum of . . . . . \$6  
In other municipalities . . . . . 8

#### LICENSE DUTIES ON MANUFACTURERS AND TRADERS NOT INCORPORATED COMPANIES.

Payable 1st October Annually.

##### Manufacturers:

Capital employed in the Province.

Over \$5,000 to \$50,000, License duty \$ 50  
Over \$50,000 to \$100,000, " 100  
Over \$100,000, " 150

Tobacco and Cigar manufacturers, manufacturing 200 or more pounds of tobacco, and not for their own use:

Annual Rental or Value per Certificate of Municipal Council.

\$300 or under . . . . . \$100  
Over \$300 and not over \$400 . . . 150  
400 . . . . . 250  
600 . . . . . 400  
800 . . . . . 500

Every shopkeeper, trader, person or firm, other than an incorporated company, who keeps a shop, carries on trade or business, or who sells or desires to sell within this Province, by wholesale or retail, any timber, lumber, coal, tobacco, cigars, goods, wares or merchandise of any kind, and who is not liable to the tax payable by manufacturers, or who has not already taken out a license, under the Quebec License Law, for the sale of intoxicating liquors, if his stock-in-trade exceeds in value the sum of \$500:

#### If Wholesale or by Wholesale and Retail:

In the City of Montreal, License Duty \$100  
In other cities or towns where the population exceeds 5,000 persons, License Duty . . . . . 50  
In all other places, License Duty . . . 30

#### If by Retail Only:

In the City of Montreal:  
If the annual value or rental of the premises occupied by such shop, trade or business is per certificate of the Municipal Council:  
\$400 or under, License Duty . . . . . \$30  
Over \$400 and not over \$800 License Duty . . . . . 40  
Over \$800 and not over \$1,000, License Duty . . . . . 60  
Over \$1,000, License Duty . . . . . 80  
In other cities and towns where the population exceeds 5,000 persons, License Duty . . . . . 20  
In all other places, License Duty . . . 10

#### DUTIES ON SUCCESSIONS.

All transmissions, owing to death, of the property in, usufruct or enjoyment of, movable and immovable property in the province, are liable to the following taxes, calculated on the net value of the property transmitted:  
In the direct line, ascending or descending, and between consorts . . . 1 p.c.  
Excepting in estates the total value of which, after payment of all debts and expenses, does not exceed \$10,000.

#### In the collateral line:

- (a) If the succession devolves to the brother or sister, or descendant of the brother or sister of the deceased . . . . . 8 p.c.
  - (b) If the succession devolves to the brother or sister, or descendant of the brother or sister of the grand-parents of the deceased . . . . . 6 p.c.
  - (c) If the succession devolves to any other collateral . . . . . 8 p.c.
- If the succession devolves to a stranger . . . . . 10 p.c.

These dues are payable (without accounts being sent) on and after the 1st October next, in bankable funds or accepted cheques, at my office, 63 St. Gabriel Street, between 10 a.m. and 3 p.m. (Saturdays to 1 p.m.) Cheques should be made payable to the order of Collector of Provincial Revenue.

MONTREAL, 24th September, 1892.

**WM. B. LAMBE,**

Collector of Provincial Revenue,  
District of Montreal.

the refineries and the railways were promptly up to time and the stroke was a creditable one. A London cable of the 4th, reports came quiet; Java, 15s 9d; refining 13s 6d. Beet opened firm and closed easier. Oct., 13s 3d; Nov., 13s 3d. Teas quiet but brokers and agents are hopeful and look for an improvement before long.

Drugs.—Business is fair and equal to expectations. Canary seed is recovering. Strychnine is higher. Cubebs berries dull and easy. True Arabic gum is again coming to market. Domestic sal soda is higher. Celery seed continues unsettled. Coriander seed is well sustained, also Anise seed. Mexican sarsaparilla is lower. Rhubarb chips are held rather better. Codliver oil is firm. Balsam Canada fir is improving. Carbolic acid is weak. Bleaching powder has declined abroad but is steady here owing to moderate supplies.

Iron and Hardware.—There is no important change locally. Excessive competition is a source of complaint, and

some goods are sold with little regard to profits. Re-melted lead can be bought at 3c. The iron foundries are all busy. Building work is fairly active but railway work is dull. Pipe foundries have numerous orders on hand. Pig tin has advanced abroad, but afterwards declined. Last London cables quote £93 2s 6d. for prompt and £93 12s 6d for future delivery. A few lots of common domestic pig lead have been sold at 4c in New York during the past few days. Tin plate is quiet but steady. The London copper market has been stronger, but latest cables quoted a re-action on merchant bars to £44 15s for prompt and £45 5s for future delivery. There is still a diversity of experience in the manufactured iron and steel trades in the States. In some lines orders booked are sufficient to practically assure work for the balance of the year. In others, competition is keen enough to make it clear that the experience there is very different, and, in a few instances, concert of action among manufacturers remains as the only thing in the way of de-

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- "MARGAUX" CLARET, our bottling, \$3.50 per doz.
- "CLUB" CLARET, our bottling and our brand.
- "CLUB" CLARET. Quarts, \$6.00 per doz.
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FRASER, VIGER & CO.

### THE "SCHLITZ" MILWAUKEE LAGER.

- SCHLITZ "EXPORT" Pilsener Beer, Quarts, \$2.50 per doz.
- SCHLITZ "EXPORT" Pilsener Beer, Pints, \$1 50 per doz.

- THE "JOURNU" CLARET WINES,
- THE "BRUNINGHAUS" BURGUNDY WINES.

## FRASER, VIGER & CO., Italian Warehouse,

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SOLE AGENTS FOR

THE JOSEPH SOHLITZ BREWING Co.,  
MILWAUKEE.

MESSERS. JOURNU FRERES, KAPPELHOFF & CO.,  
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AND

MR. ROBERT BRUNINGHAUS,  
NINTS, COTE D'OR, FRANCE

## AUBREY JAMES RICHARDSON

- GENERAL -

### COMMISSION MERCHANT

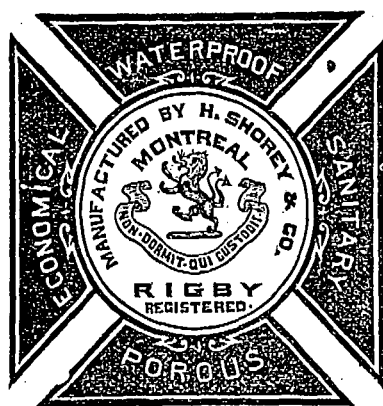
HAMILTON, BERMUDA. EAST FRONT ST.

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pression in values. In the latter connection the steel rail department is particularly conspicuous, while the structural steel department appears to be in the most enviable position. For the lighter forms of finished productions there is a steady demand that serves to keep matters in very good shape and to steady values.

Leather and Shoes.—Fall orders are still engaging attention with factory-men and they are well supplied up to the end of the season. Some travellers are booking orders for the spring. In England splits are steady, but buff is not so firm owing to larger supplies. A Boston paper notes some talk of advancing prices 1c per lb, and 1c per foot on all upper leathers.

Oysters.—Malpeques are in good demand at \$2.50 to \$4 per bbl. according to pick. Bulk stock is unchanged at \$1.40 for standards and \$1.75 for selects and supply has been ample. Canned are now in lessened demand and we quote \$1.45 for first and \$2.35 for seconds.



# RIGBY POROUS WATERPROOF CLOTHING

THE repeat orders received for RIGBY from all quarters of the Dominion is the best evidence that it is giving satisfaction to the public.

Sample Clippings will be sent to the trade on application with quotations for coats and cloth by the yard, both for ladies and gentlemen's wear.

We are showing some choice patterns in checks and plain effects, for Ladies' Ulsters for fall wear. The Rigby Ulster is now the most fashionable garment in the market.

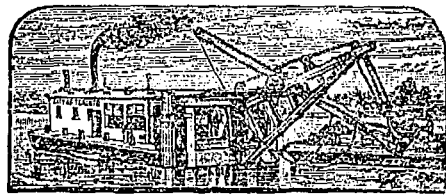
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And other plant for Contractors' use.

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WHOLESALE DRY GOODS MONTREAL.

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Our new Mantles and Jackets for the Incoming Autumn and Winter Trade, are particularly attractive this year, and excellent value.

Mantle Dealers and Dry Goods Firms throughout the Dominion will do well to examine our stock before the 15th of this month.

## Carsley & Co.

Wholesale Dry Goods,

113 ST. PETER STREET, MONTREAL

AND

18 Bartholomew Close, London, Eng

outside, and rye is nominal at 56c to 58c outside.

Groceries.—There is a fair trade, without change in prices. Granulated sugars steady at 4 3-4c to 5c, and yellows at 3 3-4c to 4 1-4c. Valencia raisins in good supply; off-stalk sell at 71-2c and good layers at 81-2c. Currants sell at 6 1-2c to 6 3-4c. Teas firm, with good demand; Coffee quiet; Rio is quoted at 18 1-2c to 19c.

Leather.—Business quiet, with prices steady. Payments somewhat slow.

Hides and Skins.—Hides rather firmer, with cured quoted at 5c to 5 1-4c. Green unchanged at 4 1-2c for No. 1, at 3 1-2c for No. 2, and at 2 1-2 for No. 3. Lamb skins and pelts firm, at 65c for the best. Calfskins, 5c to 7c. Tallow sells in small lots at 5 1-4c to 5 1-2c.

Live Stock.—Receipts of cattle continue fair, and prices rule easy. The best ship-pers bring 4c, and butchers 3 1-2c to 3 3-4c per lb. Medium butchers, 3c to 3 1-4c, common 2 1-2c to 2 3-4c and stockers 3 1-4c to 3 3-4c. Sheep dull at \$3.50 to \$4.50 per head and lambs \$2.50 to \$3.50.

Provisions and Eggs.—The demand has been fair for the season and prices are steady. Canadian short cut is worth \$16.50 to \$17, and new western mess \$14.50 to \$16. Hams 11c to 11 1/2c and bacon 10 1/2c to 11c. Canadian lard 8 1/2c to 9c, and common refined 7c to 7 1/4. Short ribs were excited. Late quotations are \$10.15, Oct., \$6.90, Nov. \$6.30 to \$6.32 1/2 Jan. A Chicago writer expresses the opinion that prices for the January product are low enough for safety when we look at the high prices being paid for hogs and the belief that they are not going to be materially lower. The short corn crop does not make a liberal hog supply, and with a good foreign demand for the production in the winter, the market ought to be firm compared with the present range of quotations.

Freights.—Ocean freights are quiet and steady. Recent engagements for grain were:—Glasgow, 2s 3d; Liverpool, 2s; London, 2s 6d, and Avonmouth 2s 9d.

Wool.—Moderate sales to domestic mills are reported. At the London sales on the 1st instant 12,332 bales of good quality were offered. There was a good attendance and the competition was active for all kinds. Continental buyers purchased heavily of cross-breds, scoured and pieces. Cape and Natal—Sales 31 bales greasy at 5 1/4d to 5 1/2d.

TORONTO WHOLESALE TRADE.

(Revised by telegraph)

Toronto, Oct. 6, 1892.

The wholesale trade of the city is moderately active, and the feeling generally is hopeful. Good stocks have been laid in,

and the sorting up demand fair. Farmers complain of low prices for wheat, but the movement is fair, being ahead of last year at this time. Groceries and hardware are in fair demand, with no particular change in prices. The money market is steady, with call loans quoted at 4 per cent. on prime collateral. Sterling exchange easy, and New York drafts firmer at 1-10 premium bid. Stocks moderately active strong. Montreal is higher at 230 1-4, Commerce sold at 14 1-4, Ontario at 121, Imperial at 189, Dominion at 269, and Merchants at 162. Northwest Land has sold off from 86 1-2 to 84, and Cable is higher at 166 1-2. Western Assurance sold at 149, Canadian Pacific dull at 86 3-4, and Duluth firmer at 13 3-4 for the common and 31 1-2 for the preferred. Canada Permanent Loan sold at 202, Landed at 185, Manitoba at 118 1-2, Dominion Savings at 98 3-4, Imperial Loan at 180, and London and Canadian at 132.

Butter.—Receipts are moderate and prices firm. Best qualities sell at 18c to 19c, medium at 18c to 15c and creamery at 20c to 23c. Eggs scarce and firm at 15c to 16c per dozen in case lots. Cheese is quoted at 10 1-2c in a jobbing way.

Dressed Hogs.—Receipts are moderate and prices steady. Small lots bring \$6.50 to \$6.75.

Flour and Grain.—Trade in flour is very dull and prices easier. Straight rollers sold at \$3.15 Toronto freights, extras are quoted at \$3, Patents at \$3.60 to \$3.70, and Manitoba Patents at \$4.15. Bran dull at about \$11.25 on track, and shorts \$12.50 to \$13. Oatmeal dull at \$3.60. Wheat dull and heavy; white and red sold outside at 64c for standard, and spring is quoted at 63c. Manitoba wheats easier. No. 1 hard nominal at 88c to 90c, and No. 2 at 82c lake and rail; No. 3 hard sold at 71c lake and rail. No. 2 regular nominal at 50c. Barley dull; heavy feeding qualities are worth 30c to 32c outside. Oats are dull, with cars of new quoted at 30c on track, and sales outside at 27c. Peas sold at 58c to 59c

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The only Company in Canada confining itself to this business.

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THE BONUS SYSTEM

of this Company renders the Premiums in certain cases unusually reducible until the rate of One-Half per cent. per annum is reached.

This Company is under the same experienced management which introduced the system to this continent over thirty years ago, and has since actively and successfully conducted the business to the satisfaction of its clients.

\$962,000.00 have been paid in Claims to Employers.

President, - SIR ALEX. T. GALT, G.C.M.G.

Vice-President and Managing Director EDWARD RAWLINGS.

Bankers, - THE BANK OF MONTREAL.

HEAD OFFICE:

Dominion Square corner Metcalfe St. MONTREAL.

EDWARD RAWLINGS.

Vice-Pres. and Managing Director

\*N.B.—This Company's Deposits are the largest made for Guarantee business by any Company, and is not liable for the responsibilities of any other class

Bell Telephone 743.

AUSTIN & HUOT, WAREHOUSEMEN.

STORAGE, Bond and Free Customs and Commission Agents.

518, 320, 322 St. Paul Street. } MONTREAL. 53, 155, 157 Commissioners St.

Hogs oniler and best bringing \$4.95 to \$5 per cwt., medium 4 1-4c to 4 1-2c and inferior 4c.

Provisions.—Trade fair, with few changes in prices. Long clear bacon sells at 7 3-4c to 8c, backs 12c and bellies 12 1-2c. Hams 11 1-2c to 12c, and rolls 9c to 9 1-2c. Mess pork \$15 to \$16. Lard 9 1-2c to 10c. Beans \$1.20 to \$1.25. Dried apples firm 5c and new evaporated 8c. Hops 18c to 20c. Apples \$1 to \$1.75 per bbl. Potatoes 50c per bag, on truck.

Wool.—Trade dull and prices unchanged. Selected fleece 16c to 17c, and fine clothing 20c. Pulled wool dull at 21 1-2c to 22c for supers and at 27 1-2c for extras.

AMERICAN MARKETS.

Boston.—Butter—Steady. Western extra creamery 24c to 25c; firsts and extra firsts, 20c to 23 1-2c; extra imitation creamery 18c to 19c; factory choice 16c to 17c; Northern creamery, choice, 20c; New York and Vermont dairy, good to choice, 23c to 24c; East creamery, good to choice, 24c to 25c.

Eggs—Demand is moderate. Eastern extras, 22c to 23c; Vermont and N.H. extras, 22c to 23c; Michigan extras, 22c; Western firsts, 21c; seconds, 19c to 20c; Nova Scotias, 20c to 21c; held stock, 18c to 19c.

Poultry—Receipts are rather liberal. Northern fresh killed spring choice, 18c; fowls, 14c to 15c; Western feed fowls, 14c; chickens, 12c to 13c; live fowls, 11c to 12c; chickens, 10c to 12c.

Pens—Dull but steady. Canada choice, \$1 to \$1.05; common, 80c to 90c; Western green, \$1.60 to \$1.70.

Potatoes—Firm; demand good. Choice native barrel stock, \$2 to \$2.25; Aroostook hebrons, 70c to 73c; Houlton hebrons, 70c to 73c; York state white stars and hebrons, 65c to 70c.

Chicago.—Cash quotations were:—No. 2 spring wheat, 73 3-8c to 73 1-2c; No.

STOCKS AND BONDS.

Table with columns: NAME, Par Value, Capital Subscribed, Capital paid-up, Rest., Div. last 6 Ms., Dates of Dividends, Per Cent Prices Oct 6., Cash value per \$100. Lists various stocks and bonds such as Brit. North America, Can. Bank Commerce, Commercial, Manitoba, etc.

3 do., 62c to 65 1-2c; No. 2 red, 73 3-8c to 73 1-4c; No. 2 corn, 43 7-8c; No. 2 oats, 31 1-2c; No. 2 white, f.o.b., 33 3-4c; No. 3 do., 31c to 32c; No. 2 rye, 55c; No. 2 barley, 62c to 63c. Mess pork, \$11.35 to \$11.37 1-2. Lard, \$8.42 1-2 to \$8.45. Short ribs, sides, \$7.75 to \$10.50; dry salted shoulders, \$7.10 to \$7.20. Short clear sides, \$8.05 to \$8.10. Whisky, \$1.15.

WM. PARKS & SON, Limited, ST. JOHN, N.B. Cotton Spinners, Bleachers, Dyers and Manufacturers. Grey Cottons, Sheetings, Drills and White Ducks. Gingham, Shirtings, Tickings, Denims and Cottonades in Plain and Fancy Mixed Patterns. Cotton Yarns, Carpet Warps, Ball Knitting Cottons, Hosiery Yarns, Beam Warps for Woolen Looms, and Yarns for Manufacturers' use. The only "Water Twist" Yarn made in Canada. AGENTS: WM. HEWETT, 30 Colborne St., Toronto, Ont. H. A. LAROCHE, 61 St. Francois Xavier Street, MONTREAL. M. H. MILLER, Winnipeg. JOHN HALLAM, Toronto special agent for Beam Warps for Ontario. MILLS: NEW BRUNSWICK COTTON MILLS. ST. JOHN COTTON MILLS. ST. JOHN, N.B.

MONTREAL WHOLESALE PRICES CURRENT, - THURSDAY, OCTOBER 6, 1892.

Table with multiple columns listing various goods such as 'Beets and Utens.', 'Corn Brooms', 'Drugs & Chemicals', and 'Fish'. Each item is accompanied by its wholesale price in dollars and cents.

Retailers will please bear in mind that above quotations apply only to large lots.

KOOTENAY

4 Companies 16 Mines. Two new Mines added.

Values confirmed by Expert Investigation— Prices to be again advanced—Better than Ordinary Dividends.

INVESTMENT, NOT SPECULATION. Insurance Principle Embodied—No Risks involved—Exceptional Prospect of Profits.

Since our stock was first placed on the market it has made a strong advance in value. Our first investors paid only \$100 for what to-day cannot be bought for less than \$131. This is how they profited by not waiting.

erations. In our four companies we have no less than sixteen mining properties. Before all these are developed our stock will be above par, and paying dividends on par value.

Informed man knows, this method of mining, as a rule, can have but one ending. Your properties are so situated that you can at any time begin development with every prospect of soon producing ore for sale or treatment.

The coming advance is due to the addition of two valuable properties to one of our Companies, of which our present investors get the full benefit.

Our President on his recent visit to the mines in Kootenay, availed himself of the services of an English Mining Engineer of the highest standing, (Mr. Thos. Ed. Candler), who has heartily endorsed our position before our investors, in the following letter :-

Of course I would wish to have you mine on an economical basis, which does not permit of indiscriminate extraction of mineral (as often seen in this country) before the workings are systematically laid out.

We could have formed a new company with these properties, but we preferred giving our friends the full benefit of the additions, it being in line with our settled policy to make all investments with us profitable.

Nelson, Kootenay, B.C., Aug. 22, '92. W. H. Lynch, Esq., Pres. Kootenay Min. Inv. Co. Y, Montreal.

Working on these lines, as you are doing, I am confident that you will soon distance in results any attempts to mine in this Kootenay country, so far as I have observed.

All investments made with us shall be profitable ones. We take care of our investors, and see to it, if there is anything good in sight, that they get the first benefit.

Dear Sir,—After careful consideration, I desire to say that with the additional you have made to your various companies, your position appears to me to be a very strong one, and you now only require careful work judiciously planned, to reap the reward, which you have so long worked for, under many discouraging and disheartening circumstances.

As I understand from you that most of your stockholders average their holdings in the various companies with which you are identified, there is only one other suggestion which I would like to make. It is that you add to your other companies one engaged in gold mining. But whether you do this or not, I do not hesitate to say that you are in a position to show that mining is not necessarily either of a gambling character, or exceptionally riskful, while you may soon be able to prove that in mining is the possibility of rapid rises in value, and exceptional profits.

Remember ours is investment not speculation, and that we have incorporated the insurance principle in our mining op-

My advice to you has been guided always by a belief that you and your stockholders really desire to engage in bona fide mining, and not in that gambling phase (with which no honest mining engineer would have anything to do), which looks at remote possibilities and not at realities.

I am, dear sir, yours faithfully, Thos. Ed. Candler, A.M.I.C.E., F.G.S.M., I.M.E.

AGENCIES,

- List of agents for the Kootenay Mining Investment Co. in various cities: Montreal (A. W. STEVENSON, THOMPSON & CO., J. M. M. DUFF, GUIMOND & BROSSEAU), Quebec (G. B. HALL), Toronto (J. R. SILLIMAN), and St. Hyacinthe (F. BARTELS).

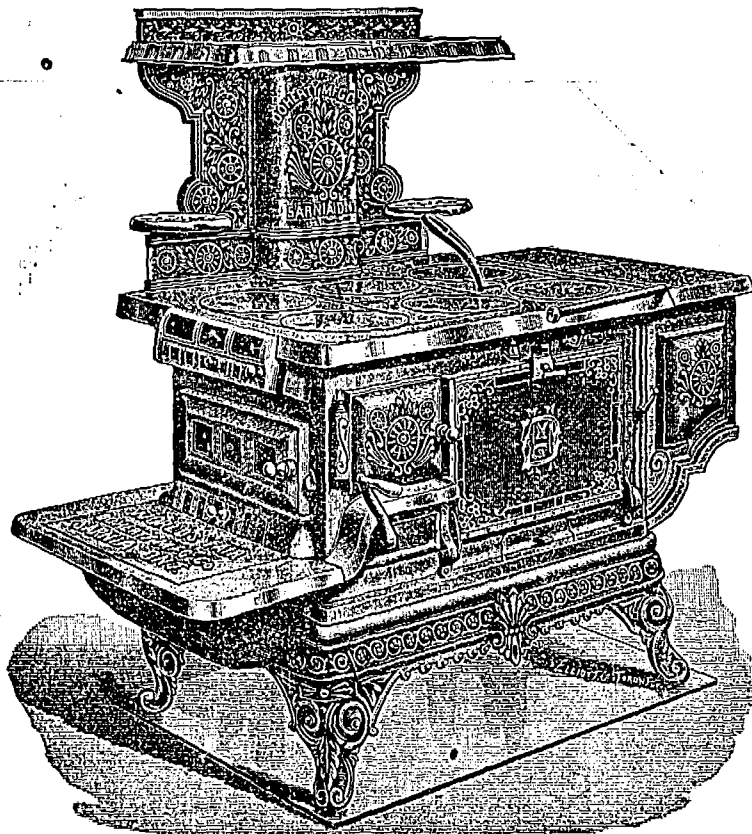
THE KOOTENAY MINING INVESTMENT CO.

W. H. LYNCH, President.

MONTREAL WHOLESALE PRICES CURRENT - THURSDAY OCTOBER 6 1892.

Name of Article	Wholesale.	Name of Article.	Wholesale.	Name of Article.	Wholesale	Name of Article.	Wholesale
	\$ c. \$ c.		\$ c. \$ c.		\$ c. \$ c.		\$ c. \$ c.
<b>Farm Products.</b>							
Butter: Creamery.....	0 21 0 28	<b>Groceries.</b>		Sultanas.....per lb.	0 08 1/2 0 11	Lassenby's Pickles:	
Western dairy.....	0 17 0 18	Tea (Hf.-Chest & Cd.)....	0 12 0 17 1/2	Valentia.....	0 04 0 05	Imp'l H.P. Plants...per doz	1 65 1 75
Morrisburg and B.....	0 00 0 18 1/2	Japan, com. to med. lb.....	0 17 1/2 0 25	Layers.....	0 04 0 07	Imp'l Plants.....	3 00 3 25
Townships.....	0 19 0 20	" good med. to fine	0 27 1/2 0 34	Currants, Provincial.....	0 00 0 05 1/2	Imp'l Quarts.....	5 75 6 00
Common: finest colored.....	0 10 0 10 1/2	" finest.....	0 34 0 37 1/2	Dozms. cases.....	0 08 0 07	Condensed Milk, per case,	
Finest white.....	0 10 0 1 1/4	" choicest.....	0 40 0 42 1/2	Figs in bags.....	0 08 0 07	4 doz. 1-lb. cases.....	0
Lower Grades.....	0 00 0 09	" fancy.....	0 46 0 50	Sh. Almonds, hxs.....	0 30 0 45	Cond'ed Coffee-Mocha: V	
<b>Eggs:</b>							
Fresh per doz.....	0 12 1/2 0 13 1/2	Y. Hyson, com. to gd.....	0 16 0 30	S. S. Tarragona.....	0 12 1/2 0 13 1/2	Java, per cs, 2 doz. 1-lb. cs	0 00
Fresh (held).....	0 00 0 00	fine to finest, lb.....	0 33 0 50	Almonds, paper shell.....	0 00 0 20	per cs, 2 doz. 1-lb. cases..	0 00 0 00
Finest lined.....	0 00 0 00	Guapd. com.....	0 47 1/2 0 55	Walnuts.....	0 14 0 14 1/2	Condensed Coffee-Jamaica	
Poor.....	0 00 0 00	" good.....	0 30 0 32 1/2	" Grenoble.....	0 12 1/2 0 13 1/2	cs, per cs, 2 doz. 1-lb. cs.	0 00 0 00
<b>Hops:</b>							
new per lb.....	0 20 0 22	" Pinhead.....	0 17 1/2 0 18	Eliberts.....	0 18 0 18 1/2	Starch:	
Old.....	0 10 0 12	Pingsuey med. to gd.....	0 25 0 28 1/2	Sicily.....	0 25 0 00	Can. Laundry.....	0 03 1/2 0 00
<b>Hog Products:</b>							
Bacon Smk'd per lb.....	0 10 1/2 0 11	" fine to finest.....	0 15 0 19				
Dressed Hogs.....	0 00 0 00	Twankay, com. to gd.....	0 40 0 50				
Hams city cured.....	0 11 0 12 1/2	Dolong.....	0 12 1/2 0 15				
" Canvassed.....	0 00 0 00	Congou, common.....	0 23 0 25 1/2				
Pork Ch. a. c. per bbl.....	16 50 17 00	" good common.....	0 25 0 27 1/2				
Western do.....	0 00 0 00	" med. to good.....	0 32 0 45				
Mess New Western.....	14 50 16 00	" fine to finest.....	0 32 0 45				
Lard per lb.....	0 08 1/2 0 09	Ningchow common.....	0 15 0 16				
" Common Refined.....	0 07 0 07 1/2	" med. to good.....	0 20 0 22 1/2				
<b>Grain.</b>							
Hard Manitoba, No. 2.....	0 81 0 82	" fine to choice.....	0 27 1/2 0 55				
do No. 3.....	0 70 0 7	" Dust.....	0 07 1/2 0 08 1/2				
Oats.....	0 33 0 32	<b>Coffee, Mocha (green)..</b>					
Barley, malting.....	0 50 0 55	Add 4c to 5 for roasting	0 27 1/2 0 28				
feed.....	0 35 0 07	and grinding.....	0 27 1/2 0 31				
Peas, per 56 lbs. float.....	0 75 0 74	Java.....	0 23 0 26				
Rye.....	0 00 0 00	Maracaibo.....	0 18 0 21				
Corn, in bond.....	0 00 0 00	Rio.....	0 18 0 21				
duty paid.....	0 66 0 00	Plantation Ceylon.....	0 00 0 00				
<b>Beans-Med. hand poked</b>							
Medium.....	1 30 0 00	Chicoory..... lb	0 11 0 13				
White.....	0 00 0 00	<b>Sugars:-</b>					
<b>Hard, Manitoba, No. 2</b>							
do No. 3.....	0 81 0 82	Ex Ground, in brls.....	0 05 1/2 0 00				
Oats.....	0 33 0 32	in bxs.....	0 15 1/2 0 00				
Barley, malting.....	0 50 0 55	Powdered, in brls.....	0 09 1/2 0 00				
feed.....	0 35 0 07	Paris Lumps, in brls.....	0 05 1/2 0 00				
Peas, per 56 lbs. float.....	0 75 0 74	half brls.....	0 05 1/2 0 00				
Rye.....	0 00 0 00	" 100-lb. bxs.....	0 05 1/2 0 00				
Corn, in bond.....	0 00 0 00	" 50-lb. bxs.....	0 05 1/2 0 00				
duty paid.....	0 66 0 00	Ex Granulated, brls.....	0 04 1/2 0 00				
<b>Branded Yellow</b>							
<b>Syrup, per lb.....</b>							
<b>14 lbs. to the gallon.</b>							
<b>Molasses, (Barbados) im'g</b>							
<b>New Orleans.....</b>							
<b>Antigua.....</b>							
<b>Cuba.....</b>							
<b>Baking Powder:-</b>							
<b>Case 1, 5 ds. 5 oz. tins.....</b>							
<b>Case 2, 1 1/2 14.....</b>							
<b>Fruit: Loose Muscatel.....</b>							
<b>Layers, London.....</b>							
<b>Black Basket.....</b>							
<b>Imperial Cabinet.....</b>							
<b>Dehesas.....</b>							
<b>Dalry's Extracts:</b>							
<b>Fine Gold, No. 3, per doz.</b>							
<b>1 1/2 oz.....</b>							
<b>2, 2 oz.....</b>							
<b>3, 3 oz.....</b>							
<b>Silver Star Soap Paste:</b>							
<b>1 gross cases..... per gross</b>							
<b>Blacking.....</b>							
<b>Spanish, No. 3.....</b>							
<b>" 10.....</b>							
<b>Antimony.....</b>							
<b>W: Block, L &amp; F per lb.....</b>							
<b>Straits.....</b>							
<b>Strip.....</b>							
<b>Copper: Ingot.....</b>							
<b>Sheets.....</b>							
<b>New Cut Nail Schedule.</b>							
<b>Base-50d and 60d, f.o.b.</b>							
<b>Cut nails..... per keg</b>							
<b>Steel nails.....</b>							
<b>Cut nails, fence and tent</b>							
<b>spikes.-Hot cut.</b>							
<b>40d..... per 100 lbs</b>							

Retailers will please bear in mind that above quotations apply only to large lots.  
 \*NOTE.-Refiners bring to the attention of the public; jobbers would have 0.5-1.0% additional.



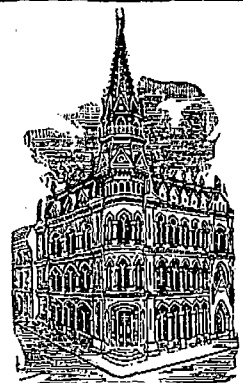
THE WORLD'S FAIR RANGE.

This new Range just out has more points of merit than any other. It has the deepest fire box and will hold fire longer and heat up sooner than any other. It has the largest ash pan, and best style of duplex grate. It has steel oven door swing down hinges, light and durable. It has the quickest operating oven, the largest flues, and most controllable check draughts, burns 24" wood and all kinds of coal. Write for prices.

DOHERTY MANUFACTURING CO., - SARNIA, Ont.

WILLIAM EVANS,

Seedsman to the Council of Agriculture for the Province of Quebec. Importer and grower of Field, Garden and Flower Seeds, AGRICULTURAL IMPLEMENTS, GUANO, SUPERPHOSPHATE AND OTHER FERTILIZERS, WATERLOO: 89, 91 & 93 MCGILL STREET, MONTREAL. 104, 106 & 108 Foundling St., and 42 Norman St. Nurseries and Seed Farm: COTE ST. PAUL. Fruit and Ornamental Trees, Shrubs, Roses, Green-house and Bedding Plants, Vegetable Plants, Small Fruits, etc.



EVENING CLASSES AT

The Montreal Business College, Cor. Victoria Square and Craig St COMMENCE ON MONDAY, OCT. 5th.

Bookkeeping in all its forms, Penmanship, Arithmetic, Business Correspondence, Commercial Law, Civil Service, English and French Shorthand and Typewriting in both Languages including Grammar Composition, Letter Writing, business forms, and details of office work. Eight teachers devoted their time and ability entirely to the students of this institution. The ladies' department is under the superintendence of experienced lady teachers. Individual instruction. Inspection solicited. A new prospectus containing fees, terms, etc. now ready. Address, DAVIS & BUIE, Business College, Montreal.

MONTRÉAL WHOLESALE PRICES CURRENT.—THURSDAY, OCTOBER 6, 1892.

Table with multiple columns: Name of Article, Wholesale, Name of Article, Wholesale, Name of Article, Wholesale, Name of Article, Wholesale. Includes categories like Hardware, Casing and Box, Finishing nails, Slatting nails, Common barrel nails, Clinch nails, Sharp and flat press'd nails, Horse shoe nails, Galvanized Iron, Sheet Iron, Re-melted Lead, Zinc Sheet, Scrap Iron, Wire, Tanned Hides, and various Oils.

Retailers will please bear in mind that above quotations apply only to large lots.

\*Discounts on Nails apply only for immediate delivery, and for quantities named of each kind separately.

\*Terms for Cut Casing, Book and Shook, Finishing and Tobacco Box, Barrel, Clinch and Pressed Nails, four months note or 8 per cent. off for cash within 30 days. Discount on Bolts: Carriage and Tire, 75 to 80 and 10; Machine, 70 to 75 per cent. off for cash in 30 days. Nails and horse shoes, three per cent. off within 30 days. Horse nails and spikes four months or 5 per cent. off in 30 days.

THE CANADA SUGAR REFINING COMPANY

(LIMITED),

MONTRÉAL,

Manufacturers of Refined Sugars of the well-known Brand



Of the Highest Quality and Purity, made by the Latest

Processes, and the Newest and Best Machinery.

not Surpassed Anywhere.

LUMP SUGAR, in 50 and 100 lb. boxes.

"CROWN" GRANULATED, Special Brand, the finest which can be made.

EXTRA GRANULATED, very Superior Quality.

'CREAM' SUGARS, (not dried).

YELLOW SUGARS of all Grades and Standards.

SYRUPS of all Grades in Barrels and half Barrels.

SOLE MAKERS of high class Syrups in tins, 2 lb. and 8 lb. each.

Stellarton Foundry Machine Works

Manufacturers of Rotary Saw Mills, Shingle, Laths and other Machinery.

Supplies also Double Surface Plane and Matcher, Box Planers, Stoves, Furnaces.

Props.: WEIR & MORRISON

STELLARTON, N.S.

Correspondence solicited.

Bell Telephone Company of Canada.

G. F. SISE, President

GEO. W. MOSS, Vice-President

C. P. SCLATER, Sec.-Treasurer

This Company manufactures and will sell its Telephonic Instruments, including the inventions of Bell, Blake, Edison, Gray, Phelps, Berliner, Anders, Watson, Goodman, Gilliland, and the Law and Consolidated Companies, many of which are fully protected by patents, at prices ranging from \$10 to \$50.

It also manufactures every description of Electric Fire Alarm Apparatus, and will contract to supply Cities and Towns with the same.

It will contract to build private lines for all Electrical purposes, on reasonable terms.

It manufactures and has for sale every description of cotton and silk covered wire for electrical work. For particulars apply to

THE COMPANY'S OFFICE,

30 St. John Street, Montreal



Name of Article.	Wholesale.	Name of Article.	Wholesale.	Name of Article.	Wholesale.	Name of Article.	Wholesale.
<b>Coal Oil:</b>		<b>No. 1 Furnit's Vrn'h, p.p. gl</b>	\$ c. \$ c.	<b>Wines, Liquors, etc.</b>	\$ c. \$ c.	<b>Scotch Whiskies—</b>	\$ c. \$ c.
Grade.....	1 25 1 31	Extra.....	0 75 1 00	<b>All-Bass's.....</b> qts	2 50 2 55	Mackie's R. O. Special.....	10 00 10 50
Car Lots Store, [2 p.c. c.f.]	0 12 0 12 1/2	Brown Japan.....	0 55 1 20	".....	1 62 1 67 1/2	"Islay Blend.....	8 00 8 25
Broken lots.....	0 14 0 14 1/2	Black.....	0 58 1 00	<b>Porter—Guinness &amp; Sons</b>		Sheriffs.....per gal	8 90 4 00
Am. in car lots.....	0 19 0 0 0 0	Orange Shellac, No. 1.....	1 75 2 00	Dublin Stout.....qts	2 40 2 45	".....cases	9 75 0 00
" 10 bbls.....	0 20 0 0 0 0	Pure.....	2 00 2 25	".....	1 57 1 62 1/2	Hay, Fairman & Co.....gal	8 75 8 95
" 5 bbls.....	0 21 0 0 0 0			<b>Spirits Canadian—per gal.</b>		".....cases	7 25 8 75
" single bbls.....	0 24 0 0 0 0			Alcohol.....65 O. P.	3 85 4 60	Claymore.....	9 50 9 75
Benzine car lots.....	0 13 0 15			".....60 O. P.	3 50 0 00	Glenfalloch, High'l'd.....gal	3 40 8 55
broken.....	0 00 0 15			".....25 U. P.	1 90 0 00	".....cases	5 00 8 75
				Rye Whisky.....25 U. P.	1 90 0 00	<b>Gin—</b>	
				Imperial, 5 yrs. old.....	2 60 0 00	Jno. De Kuyper.....per gal	2 85 2 90
				" 1887 in cases, qts.....	7 00 7 25	".....cs. green	5 50 5 70
				" 1887 " flasks.....	7 50 7 75	A. C. A. Nolet.....per gal	2 75 2 85
				" 1887 " " do.....	8 00 8 25	".....cs. red	9 50 9 90
				Club, 1887 " flasks.....	8 50 8 75	".....cs. green	5 00 5 20
				" 1887 " " do.....	9 50 9 75	<b>Irish Whisky—</b>	
				Club rye, in brls., 1886, p.g.	3 30 0 00	Bushmills.....cases	10 00 0 00
				<b>Salt.</b>		Jno. Jameson & Sons, 1 star	9 50 0 00
				Liverpool per bag Elv'n's	0 47 0 55	" two stars	10 25 0 00
				Canadian, in small bags.....	2 25 3 00	Geo. Roe & Co, one star, qts	11 25 0 00
				Quarters.....	0 32 0 35	" two stars, qts	9 25 0 00
				Factory-filled per bag.....	1 00 1 25	Wisdom & Warter's Sher-	9 25 10 25
				Quarters.....	0 20 0 35	ries.....per gal	2 00 6 50
				Rice's pure dairy, per bag	0 00 2 00	Warter & May's Ports	2 10 6 50
				quarters.....	0 00 6 50	Geo. Sayer & Co's	
				Cheese salt per bag 210 lbs	1 75 0 10	" Brandy.....	4 50 6 50 1/2
				Turk's Island.....	0 60 0 00	" cases, 1 star	11 50 12 00 1/2
						" V.S.O.P.	16 50 17 00
						Ind Coops & Co, Rom-p	2 10 0 00
						ford, Ales.....pts	1 45 0 00
						Angostura Bitters, per	
						case of 2 doz.....	14 00 15 00
						Banagher Irish Whisky, qts	9 50 10 00
						".....per gal	3 75 4 00
						Nerea Raphael, Spark-	
						ling Saumur.....qts	14 00 15 00
						" Per case, pts	15 00 16 00 1/2
						Jas. Watson & Co, Dundee,	
						3 Star Glenlivet, per case	9 75 10 00
						".....	8 75 9 00
						Old Glenlivet.....per gal	4 00 6 00
						Watson's Old Scotch, q, cs	7 00 8 00
						" pts, per cs	7 00 8 00
						Watson's Old Irish, qts, pr cs	7 00 8 00 1/2
						" pts, per cs	8 00 9 00

R. Tallers will please bear in mind that the above quotations apply only to large lots.

Established 1886.

### CHAPUT FRERES, Commercial Agency,

10 Place d'Armes, MONTREAL.

The best and most reliable information that can be obtained is supplied to the patrons of this Agency.

### BAYLIS MFG. CO'Y

MANUFACTURERS OF

VARNISHES, JAPANS,

WHITE LEAD,

COLORED PAINTS

DRY COLORS, PRINTING INK,

MACHINERY OILS & AXLE GREASE

AND DEALERS IN

Painters' & Printers' Materials Generally.

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IMPROVING AND REMODELING

## HEATING

HEATED BY

HOT AIR, STEAM or WATER

ARE OUR SPECIALTIES,

E. C. MOUNT & CO.,

Plumbers, Gas and Steam Fitters

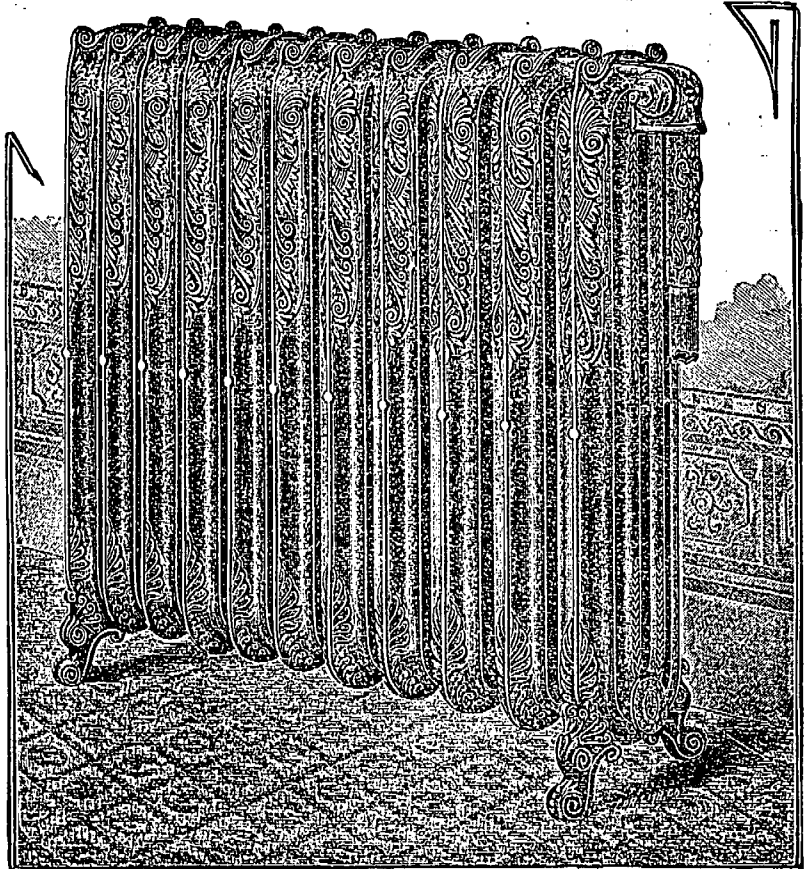
766 Craig St., Montreal.

Telephone No. 1265.

## SHIPPING TAGS.

Having all the machinery necessary for the manufacture of Shipping Tags, we would call the attention of Merchants and manufacturers to our exceptionally LOW PRICES in this line.—JOURNAL OF COMMERCE.

Illustrated Catalogues Printed at the Journal of Commerce Office.



### Gurney's Hot Water Heaters and Radiators

Have proved themselves the most Perfect, Economical and Easiest Managed in the market.

## H. & C. GURNEY & CO.

385 and 387 St. Paul Street,

MONTREAL

**BUTTERFIELD & CO.**

ROCK ISLAND, P. Q.

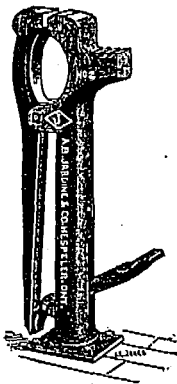
Manufacturers of



Blacksmiths' Stocks and Dies, and Reece Screw Plates  
Cutting all Sizes to 1 1/2 Inch Taps for all Uses.

Young's New Axle Cutter, and other Labor Saving Tools

**TO CARRIAGE HARDWAREMEN**



**HORSE SHOE VISES,  
STEEL FACED JAW.**

Your Customers will soon be asking for Horse Shoe Vises. Ours are cheap and good. It will pay you to get samples now.

**A. B. JARDINE & CO.,  
HESPELER, Ont.**

DELORME BROS. MONTREAL, AGENTS FOR QUEBEC AND MARITIME PROVINCES.

ASPHALT AND VULCANITE FLOORING. **Geo. W. Reed** 783 & 785 CRAIG STREET. SLATE, METAL & GRAVEL ROOFING.

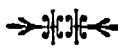
SEND FOR AN ESTIMATE  
FOR YOUR JOB  
PRINTING TO THE



**Journal  
of  
Commerce**



GOOD WORK AT  
MODERATE PRICES.



**"Otto" Gas Engine Works, PHILADELPHIA, - Pa U.S.A.**

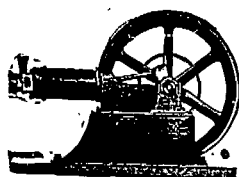
"Otto" Gas Engines from 1-3 to 100 Horse-power.

Over 35,000 sold.

Engines and Pumps combined

Horizontal or Vertical Engines

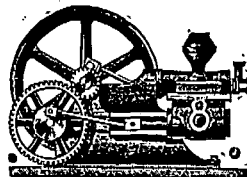
High speed Engines for Driving Dynamos



For Coal Gas.



Gasoline or Producer Gas.



Send for Illustrated Catalogue showing 25 different styles of Engines and combinations.

Job Printing and Bookbinding of all kinds done at this office.

West India Advertisements.

**B. & J. B. MACHADO,**  
Cigar and Cigarette Manufacturers  
KINGSTON, Jamaica, W.I.

Orders solicited. All goods guaranteed to be of first-class hand made.  
Prize Medals awarded at Several Exhibitions.

**P. SIMPSON & Co.**  
117 B. Water Lane,  
KINGSTON, - JAMAICA,  
GENERAL

Commission Merchants & Importers

Special attention and care given to consignments when placed in our hands.  
Cable Address, "Progress."  
Correspondence solicited. References if required.

**DAVIDSON, COLTHIRST & CO.**  
Merchants,  
KINGSTON, JAMAICA,

Agents for Lloyds', London; Board of Underwriters, Liverpool; Board of Underwriters of New York; Board of Underwriters of Philadelphia; Comite des Assureurs Maritimes de Havre, Paris and Marseilles; Italia Societa d'Assicurazioni Marittime Viuali e Terrestri, Genoa; Societa Anonima d'Assurances Franco Hongroise, Budapest.

**TURNBULL, MUDON & Co.**  
GENERAL HOUSE FURNISHERS,

House and Estate Agents, Government Auctioneers and Auctioneers H. M. War Department.

Agents Norwich Union Fire Insurance Society, 94 & 99 1/2 Harbour St., KINGSTON, Jam. Established 1814.

**NORMAN A. FORSTER,**

Commission Merchant  
and Manufacturers' Agent  
GEORGETOWN, DEMERARA.

Solicits Consignments of Canadian Produce, and will give all attention to any business that may be entrusted to me.

Orders for Sugar, Molasses, Rum, Green Heart, &c. will be promptly shipped.  
Correspondence solicited.

Bermuda Advertisements.

**JOHN BARRITT**

Shipping & Commission Merchant,

Wholesale Dealer in Provisions, Grain, Hay and Straw.

Consignments solicited.

Orders for Bermuda Produce attended to promptly.

Parliament and Victoria Streets,  
HAMILTON, - BERMUDA

References—Hamilton, Bermuda:  
Bermuda Bank, Rutterfield & Son.

New Brunswick Advertisements.

**S. R. FOSTER & SON,**  
Manufacturers of

**WIRE NAILS**

STEEL & IRON-OUT NAILS.

And SPIKES, TACKS, BRADS.

SHOE NAILS, HUNGARIAN NAILS, &c.

**ST. JOHN N.B.**

**THE EHRHARDT**

Electrical and Plating Works,

MONCTON, N.B.

Electrical Apparatus of every description. The only house in Canada making a specialty. Amateur and Experimenters' Supplies, Electric Bells, Annunciators, Telephones, Telegraph Instruments Dynamos, Lamps, Batteries, Wires, etc.

The Ehrhardt Electric & Plating Works  
MONCTON, N.B.

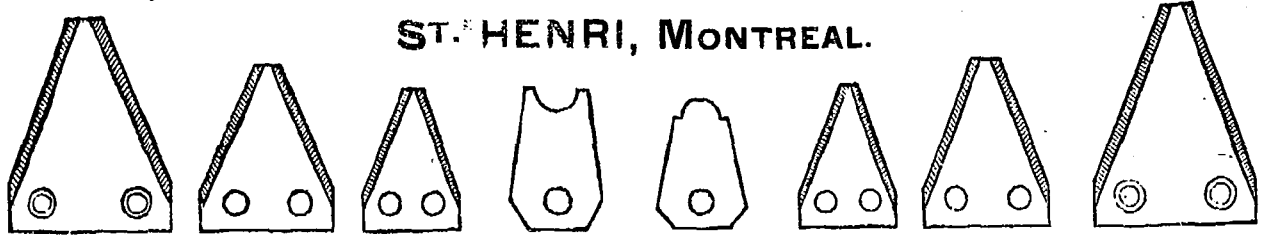
# BEAVER .. CUTLERY .. WORKS

ALFRED TREVITHICK & CO., Proprietors.

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## Reaper Sections and Guard Plates

ST. HENRI, MONTREAL.



# FEE & MARTIN

Manufacturers and Dealers in

## Furniture, Spring Beds, Bedding, CARPETS, ETC.

357 to 367 St. James street, - MONTREAL

# Smith, Winchester & Co.,

SOUTH WINDHAM CONN.

—MANUFACTURERS OF—

PAPER MACHINERY

—CONSISTING OF—

Fourdrinier and Cylinder Machines, Washing and Beating Engines, Air-Drying Machinery for Drying Sized Papers.

**S**OLE MANUFACTURERS of the Jordan Patent Beating Engine, which has no rival for clearing the stock for fine papers. Chilled Iron and Paper Roll Super Calenders, Plate Calenders, Chilled Stack Calenders, Rag Cutters, Hand and Power Cutting Presses and Stop Cutters; the Hatch Patent Stop Cutter, the only cutter that can be regulated to cut between water marks of writing paper. Screens, brass and nickel plated, the latter warranted to wear twice as long as brass. Bed Plates, Roll Bars, Fan and Plunger Pumps.

Also Gun Metal Covered Rolls, for Size and Press Rolls; Stevenson Water Wheels. Shafting and Mill Gearing generally.

**THE ACCUMULATION POLICY OF THE NEW YORK LIFE**

IS  
A Policy with no Restrictions whatever  
AND  
BUT A SINGLE CONDITION, NAMELY,  
The Payment of Premiums.

**DAVID BURKE,**  
General Manager for Canada

**BRITISH EMPIRE**  
Mutual Life  
Assurance Co. of London, Eng.  
ESTABLISHED 1847.

CANADA BRANCH, MONTREAL,

Canadian Investments, over	\$1,300,000
Accumulated Funds,	7,665,890
Annual Income,	1,295,000
Assurance in Force,	31,250,000
Total Claims Paid,	9,763,340

Bonuses every 3 years. Free Policies  
Special Advantages to Total Abstainers.

**F. STANGLIFFE, General Manager.**

J. E. & A. W. SMITH, Gen. Agents, Toronto  
W. M. OLINT, Gen. Agent, P.Q., - - Quebec

**LONDON**  
*Guarantee*  
AND *Accident*

COMPANY (LIMITED)  
OF LONDON, - ENGLAND  
CAPITAL, - \$1,250,000.

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72 KING ST. EAST, - TORONTO.

**BONDS OF SURETYSHIP**  
Issued for parties in position of trust where security is required.  
ACCIDENT INSURANCE on the most approved plans

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CHIEF AGENT FOR CANADA.

**A. J. HUBBARD,** General Agent, MONTREAL  
The Directors are open to entertain applications for agencies where the Company is not already officially represented.

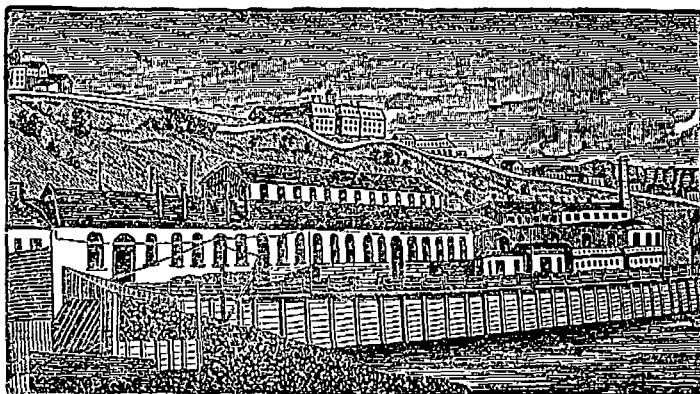
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ESTABLISHED 1864.

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Stoves,  
Stove Fittings,  
Holloware,  
Ploughs and  
Plough Castings,  
Builders' Castings

Founders, Machinists  
AND  
BOILER MAKERS,  
Commercial - Street  
LEVIS, P.Q.



Marine Engines and  
Bollers.  
Stationary Engines &  
Bollers.  
Flour and Saw-Mill  
Machinery.  
House - and Bridge  
Girders.

Works & Office:

Commercial - Street  
LEVIS, P.Q.

**WESTERN**  
Assurance Company,  
FIRE AND MARINE. INCORPORATED 1851.

Assets,	\$1,556,666 19
Income for Year ending 31st Dec., 1891,	1,797,995 03

Head Office - - - - - Toronto, Ont

**J. J. KENNY,** Managing Director.

A. M. SMITH, President. C. C. FOSTER, Secretary  
J. H. ROUTH & Son, Managers Montreal Branch,  
190 ST. JAMES STREET.

**THE FIRE**  
**Insurance - Association**  
(LIMITED),  
**OF LONDON, ENGLAND.**

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ROBERT BENNY, Esq., - - - - - Directors  
SANDFORD FLEMING, Esq., C.M.G. - -

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No. 47 St. Francois Xavier Street.  
J. KENNEDY, Manager.

**COMMERCIAL UNION**  
ASSURANCE CO., LTD.,

Of London, - - - - - England.

**FIRE! LIFE! MARINE!!!**  
Total Invested Funds - - - \$12,500,000.

Capital and Assets.....	\$25,000,000
Life Fund (in special trust for life policy-holders)....	5,000,000
Total Net Annual Income.....	5,700,000
Deposited with Dominion Government.....	374,248

Agencies in all the principal Cities and Towns of the Dominion.

HEAD OFFICE, Canadian Branch, - - - MONTREAL

**EVANS & MCGREGOR,** Managers.

F. M. COLE, Special Life Agent. - N. PICARD, City Agent

**CONFEDERATION**  
**LIFE.**

W. O. MACDONALD,  
Actuary.

J. K. MACDONALD,  
Man. Director.

**INCOME 1891:**

Premiums and Interest, - \$872,547.47

*BUSINESS IN FORCE:*

**TWENTY AND A HALF MILLIONS**

Assets and Capital, - \$4,588,186.

H. J. JOHNSTON, - - - - - Manager for Province of Quebec

# ALBERT MANUFACTURING Co.,

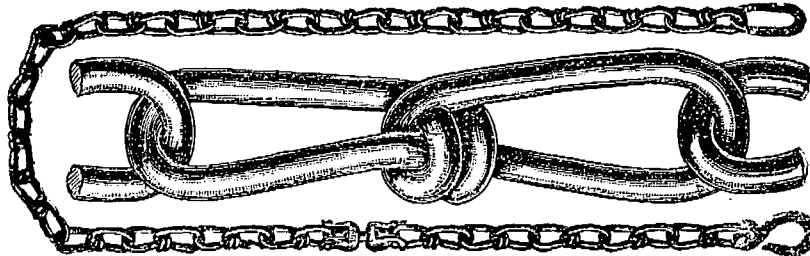
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## CALCINED PLASTER

HILLSBOROUGH,

New Brunswick.

### TEMPERED STEEL WIRE TRACE CHAINS.



Lightest, Strongest and Best Trace Chain on the market; also manufacture a full line of Cow-ties, Tie-out, Halter and Coil Chains, etc.

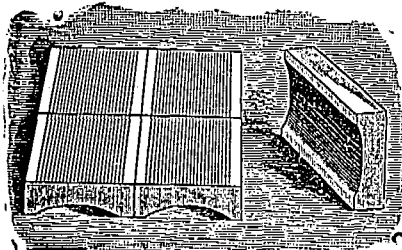
If you have not yet tried these Chains send for Catalogue and Price List.

MANUFACTURED BY

**THE B. GREENING WIRE CO., LTD.,**  
Hamilton, Canada.

# Samuel Snell,

HOLYOKE, - - MASS.



MANUFACTURER OF

## Filtering Stones

- FOR -

### Paper Mill Drainer-Bottoms

Our filtering stones have been used by the following corporations and we refer you to any of them,

- |  |  |
|--|--|
| ALEX. BUNTIN & Co., Montreal, Canada.  | NIAGARA FALLS PAPER Co.,<br>Niagara Falls, N. Y. |
| READON PAPER MILL Merritton, Ont.      | HOLYOKE PAPER Co., Holyoke,                      |
| WM. BARBER & BROS, Georgetown, Ont.    | CRANE BROS, Westfield.                           |
| MERRITTON PAPER MILLS, Merritton, Ont. | PARKER & SON, New Haven, Conn.                   |
| CANADA PAPER Co., Montreal, Canada.    | WORTHY PAPER Co., Agawam, Mass.                  |
| PARSONS PAPER Co., Holyoke.            | VERNON PAPER Co., Westfield.                     |
| BRYON WESTON, Dalton Mass.             | MOLINE PAPER Co., Moline, Ill.                   |
| WHITING PAPER Co., Holyoke.            |  |

# DOMINION

## PLATE GLASS INSURANCE CO.

(INCORPORATED BY ACT OF PARLIAMENT)

**CAPITAL** **HEAD**

**\$50,000.** **OFFICE**

**ALEX. RAMSAY,** **7 & 41 RECOLLET ST.**

**PRES.** **MONTREAL.**

SECURITIES.		London	Sept. 22
British Columbia, 1877, 6 p.c.	121	123	
Do do 1876, 5 p.c.	109	111	
Do do 1880, 4 1/2 p.c.	107	109	
Do do 1883, 5 p.c.	107	109	
Canada, 4 p.c. loan, 1860	167	169	
8 p.c. loan, 1888	92 1/2	93 1/2	
Debs. 1884, 3 1/2 p.c.	103	105	
Shs	Railway & other Stocks	Sep 29	
	Quebec Province, 5 p.c., 1874	106	108
	Do do 1876, 5 p.c.	107	109
	Do do 1880, 4 1/2 p.c.	101	103
	Do do 1883, 5 p.c.	107	109
10 1/2	Atlantic & Nth Western 5 p.c. Gna.	116	118
10	1st M. Bds	124	18
100	Buffalo and Lake Huron 2 1/2 sh.	133	135
100	Do 5 1/2 p.c 1st Mort.	133	135
300	Do 2nd Mort.	106	108
	Can. Central 5 p.c 1st M. Bds Int. guar. By Gov.	106	108
	Canadian Pacific \$100	88 1/2	88 1/2
1.0	Grand Trunk, Georg Bay, &c.	101	103
	1st M.	101	103
100	Grand Trunk of Canada Ord. stock	83	8 1/2
1.0	2nd equir. mtg. bds, 6 p.c.	125	127
1.0	1st. prof. stock	59 1/2	60 1-5
100	2nd prof. stock	39	39 1/2
10 1/2	3rd prof. stock	20 1/2	21 1/2
1.0	5 p.c. perp. deb. stock	122	124
1.0	4 p.c. perp. deb. stock	95	97
100	Great Western shares, 5 p.c.	122	124
100	Hamilton and N. W. 6 p.c.	105	107
100	M. of Canada Sig. 1st Mort. 5 p.c.	107	109
1.0	Montreal and Champlain 5 p.c. 1st mtg Bds	104	106
100	Montreal and Sorel, 1st mtg. 6 p.c.	15	20
	N. of Canada 1st Mtg. 5 p.c.	105	107
	Northern Extension 6 p.c. prof.	100	102
50	Quebec Central, 5 p.c. 1st luc. Bds.	24	25
	T. G. & B. 4 p.c. bonds 1st Mort.	100	102
00	Well, Grey & Bruce, 7 p.c. Bds.	99	101
	1st Mort.	99	101
00	St. Law. and Ott. 6 p.c. Bds.	93	100
MUNICIPAL LOANS.			
100	City of London (Ont) 1st prof. 5 p.c.	101	103
100	City of Montreal stg 5 p.c.	103	105
	1874	104	106
1.0	City of Ottawa, 6 p.c. stg	102	105
	redeem 1-73	102	104
	1875	112	114
	1875	105	107
100	City of Quebec, 6 p.c. con., 1875	109	108
	6 p.c. redeem 1875	105	107
	redeem 1875	109	108
1.0	City of Toronto, 6 p.c. stg. 1877	105	107
	6 p.c. stg. con. deb. 1874	104	113
	5 p.c. gen. con. deb. 1890	112	114
	4 p.c. stg bonds, 1921-28	102	104
60	City of Winnipeg, deb., 1884, 5 p.c.	107	109
	deb. scrip. 1883, 6 p.c.	114	116
MISCELLANEOUS COMPANIES.			
100	Canada Company	37	41
100	Canada North-West Land Co.	4 1/2	4 1/2
1.0	Hudson Bay	14 1/2	14 1/2

# THE CANADIAN JOURNAL OF COMMERCE

FINANCE AND INSURANCE REVIEW

DEVOTED TO

Commerce, Finance, Insurance, Railways,  
Manufacturing, Mining and Joint  
Stock Enterprises.

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Head of St. John Street,  
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Leading Hotels in Canada.

**IROQUOIS HOUSE**

Canada's Lovely Summer Resort,  
Belœil Mountains, - - St. Hilaire, P.Q.  
The hotel is now OPEN FOR THE SEASON.  
Applications for rooms may now be addressed to  
**M. S. DUNNING, Manager.**

**ST. LAWRENCE HALL.**

THIS HOTEL was opened on the First of May, 1899,  
by the former Proprietor, so long and favorably  
known throughout Canada, the United States and  
British Empire, who has spared no expense in entirely  
re-furnishing the whole house; also adding all  
modern improvements, which will considerably  
enhance the already enviable popularity of this first-  
class Hotel,  
**H. HOGAN, Proprietor.**  
**S. MONTGOMERY, Manager.**

**HOTEL AMERICA,**

Irving Place and 15th Street, - NEW YORK.  
Hotel America has all the modern improve-  
ments; and it is situated in the most central  
part of the city, (near Union square.)  
The rates are for Rooms, from \$1.00 a day up-  
wards; with board, from \$2.50 a day.

BRUTTON & SPINETTE,  
Proprietors.

**HOLYOKE, MASS.**

**HOTEL HAMILTON.**

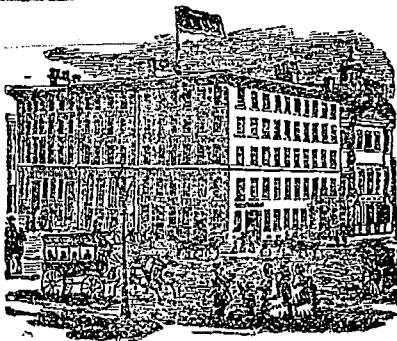
**GEO. H. BOWKER & CO., Props.**  
THE Mellen House, | WINTHROP :- HOTEL,  
Fall River, Mass. | Meriden, Conn.

**THE RUSSELL,  
OTTAWA,**

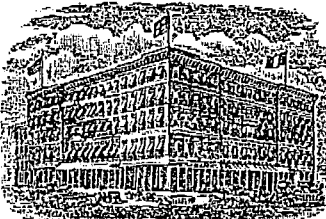
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This magnificent new Hotel, fitted up in the most  
modern style, is now re-opened. The Russell contains  
accommodation for over Four Hundred Guests,  
with passenger and baggage elevators, and commands  
a splendid view of the City, Parliamentary grounds,  
river and canal. Visitors to the capital having business  
with the Government find it most convenient to stop at  
the Russell, where they can always meet the leading  
public men. The entire Hotel is supplied with escapes,  
and in case of fire there would not be any confusion or  
danger. Every attention paid to Guests.

**F. H. ST. JACQUES, Prop.**



**ST. LOUIS HOTEL, - Quebec**



**ROSSIN HOUSE,  
TORONTO CANADA**

**A. NELSON, PROPRIETOR.**

The proprietor has found it necessary owing to  
the increased patronage of this popular Hotel, to  
increase its capacity by an addition of 75 rooms  
elegantly furnished on suite with baths, now  
ready for occupation. The latest exposed sani-  
tary plumbing has been adopted throughout. THE  
ROSSIN is admittedly the largest, best appointed  
and most liberally managed hotel in the Province,  
having accommodation for 100 guests.

**A. NELSON, Proprietor.**

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"Finest Temperance House in Canada." Baths free  
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Commercial Travellers and business men.  
Terms moderate.

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**Fruit and Produce Exchange**

**LESTER & CO.,**

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Dealers in Fruits, Farm Products,  
Oysters, &c., &c.  
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Consignments Solicited.

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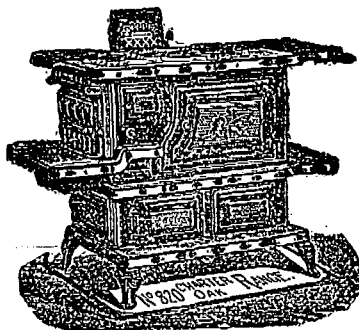
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SPECIALTIES: Real Estate Sales. Trade Sales  
of Teas, Groceries, &c. Cargo Sales of Lemons  
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Real Estate and Commercial Sales only solicited.  
Accurate Valuation Furnished. Twenty-three  
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**"Charter Oak"**



**STOVES and RANGES,**

With Wonderful Wire Gauze Oven Doors.

This celebrated line of Cook Stoves and Ranges  
is now made in 21 sizes and a great variety of  
styles, for burning all kinds of fuel, viz.: Hard  
Coal, Soft Coal and Wood.

The Wire Gauze Oven Doors are used on this  
line of goods, and their use results in a saving  
from loss by shrinkage in meat and bread, while  
baking or roasting, of quite 20 per cent., as  
shrinkage in an old style tight oven amounts to  
quite 30 per cent., and in "Charter Oak" Ovens  
to about 10 per cent.; and food is better cooked,  
and meats, etc., remain juicy and tender as re-  
sult of circulation of air in ovens.

Full lines of printed matter mailed on applica-  
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Sole Manufacturers in Canada:

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SACKVILLE, N.B.**

Hotel Directory:

Price of connection to each directory is \$10 per  
annum.

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PLACE.	NAME.	PROP. OR MGR.
BROOKVILLE	The St. Lawrence Hall	Amos Robinson
DUNDAS	The Elgin	Amos Robinson
GALT	The Queen's	C. Lowell
HAMILTON	The Royal	Hood Bros.
KINGSTON	The British America	J. E. Dunham
LONDON	The Tecumseh	C. W. Davis
OTTAWA	The Russell	Kenly & St. Jacques
TORONTO	The Queen's	McGaw & Winnett

MONTREAL	The St. Lawrence Hall	H. Hogan
"	The Windsor Hotel	O. Swift
"	The Balmoral	S. V. Woodruff
QUEBEC	The Russell	W. Russell
NOVA SCOTIA.		
HALIFAX	The Halifax	L. Hesselein & Sons

Accountants, Agents, &c.  
(For Legal Cases see other pages.)

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Chartered Accountant and Trustee,  
Commissioner for all the Provinces.  
Hamilton Chambers, 17 St. John St., MONTREAL

**WM. McKERRON,**  
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**S. A. D. BERTRAND,**

Official Assignee for the Pro-  
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Under the recommendation of the Board of Trade  
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Estates carefully managed with promptness and  
economy. Special attention to confidential busi-  
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ESTABLISHED 1864.

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E. B. CLARKSON, F.C.A. W. H. CROSS, F.C.A.  
A. J. PHILLIPS.

**E. R. C. CLARKSON, F.C.A.,**  
TORONTO, ONT.

Chartered Accountant, Trustee,  
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Agencies at Montreal, Que. and Winnipeg, Man.  
Correspondence at London, Glasgow, Huddersfield  
Bradford, Birmingham  
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References: The City Bank, London.

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Special attention given to investments in sound divi-  
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Collections made in all parts of the Maritime Pro-  
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Safes from \$10 per annum upwards.  
Your Valuables are not safe in your house.  
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Authorized Capital, - \$500,000.

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STOCKS AND BONDS—INSURANCE COMPANIES—CANADIAN.—Montreal Quotations, Sept 29, 1892

NAME OF COMPANY.	No. Shares.	Last Dividend per year.	Share per value.	Amount paid per Share.	Canada quotations per ct.
British American Fire and Marine.	10,000	3-6mos.	350	\$50	101 98
Canada Life	2,500	7-6mos.	400	50	.....
Confederation Life.	5,000	5-6mos.	100	10	.....
Western Assurance.	25,000	4-6mos.	40	20	147 146 1/2
Royal Canadian Insurance	20,000	6-12mos.	25	20	125
Guarantee Co. of North America.	13,372	6	50	10 50	100 110

BRITISH AND FOREIGN.—(Quotations on the London Market.) Sept. 21, 1892. Market value p.p'd up sh.

Atlas	24,000	50	.....	6	£23 1/2	£23 1/2
British and Foreign Marine	50,000	50	.....	4	£21 1/2	£21 1/2
Caledonian	.....	.....	.....	20	.....	.....
Commercial U. Fire, Life and Marine	5,000	30	.....	5	£30	£29 1/2
Edinburgh Life	5,000	10	.....	15	.....	.....
Fire Insurance Association	100,000	5	.....	100	.....	.....
Guardian Fire and Life	20,000	13	.....	5	£100 1/2	99
Imperial Fire	12,000	£7 p. sh.	.....	10 1/2	.....	.....
Lancashire Fire	10,000	3 1/2	.....	20	.....	.....
Life Association of Scotland	10,000	15	.....	45	.....	.....
London Assurance Corporation	35,802	48	.....	25	12 1/2	£56 55 1/2
London & Lancashire Life	1,000	10	.....	20	1 7-20	.....
Liv. & Lon. & Globe Fire and Life	£39,175	7 1/2	.....	10	.....	.....
National	40,000	25	.....	.....	.....	.....
Northern Fire and Life	30,000	70	.....	100	5 1/2	.....
North Brit. & Merc. Fire and Life	40,000	56	.....	50	6 1/2	41 1/2 41 1/2
Phoenix Fire	6,722	£21 p. s.	.....	1 1/2	£267	£265
Queen Fire and Life	2,000	3 1/2	.....	.....	.....	.....
Royal Insurance Fire and Life	10,000	60	.....	20	.....	.....
Scottish Imperial Life	50,000	6	.....	10	.....	.....
Scottish Provincial Fire and Life	20,000	15	.....	50	.....	.....

**North British & Mercantile**  
INSURANCE COMPANY.

Total Funds, - \$50,807,727.07  
Total Revenue, - \$12,107,481.83

CANADIAN INVESTMENTS:

\$4,432,752.00

Founded THE 1805.

**CALEDONIAN INSURANCE COMPANY**

Of EDINBURGH, SCOTLAND.

CAPITAL, - - \$5,000,000

PROMPT SETTLEMENTS. LIBERAL DEALINGS

45 St. Francois Xavier St., MONTREAL.

LANSING LEWIS, Manager.

Toronto Agents: Messrs. MUNCK & BRATTY, 1 Victoria Street.

The oldest Scotch Office and one of the Strongest Companies represented in Canada. Continuance of all business connections solicited, and new connections invited.

**Scottish Union and National**  
INSURANCE CO., OF EDINBURGH, SCOTLAND.

Established 1824.

M. BENNETT, Jr., Gen. manager North American Branch, Hartford, Conn.

Capital ..... \$30,000,000 | Invested Funds ..... \$13,500,000  
Total Assets ..... 34,472,705 | Deposit with Dom. Govt. 125,000

WALTER KAVANAGH, Resident Agent, 117 St. Francois Xavier St., MONTREAL.

**Quebec Fire Assurance**  
COMPANY.

ESTABLISHED 1818.

Directors—Edwin Jones, President; Geo. R. Renfrew, Vice-President; W. R. Dean, Treas.; Hon. Pierre Garneau. Hon. C. A. P. Pelletier, A. F. Hunt, Wm. Simons.

Agents—Nova Scotia—J. T. Twiney & Son Halifax. P. E. I.—Urquhart & Bro., Charlottetown. N. W. Brunelwick—T. A. Tamplin. St. John. Montreal—J. H. Routh & Co. Ontario—Geo. J. Pyke Toronto. Manitoba—A. Holloway, Winnipeg. British Columbia—W. S. Graveley, Vancouver.

Inspector—CHARLES LANGLOIS. Secretary—W. W. WELCH.

**ROYAL INSURANCE COM'Y**  
OF ENGLAND.

LIABILITY OF SHAREHOLDERS UNLIMITED.

CAPITAL, - - - - - \$10,000,000  
RESERVE FUNDS, - - - - - 35,000,000  
ANNUAL INCOME, upwards of - - - - - 8,000,000

Investments in Canada for protection of Canadian Policy-holders (chiefly with Government) exceed \$1,000,000.

Every description of property insured at moderate rates of premium. Life Assurances granted in all the most approved forms.

Head Office for Canada, Royal Insurance Bldg., Montreal

W. TATLEY, Chief Agent.

E. HURTUBISE, } Special Agents French Department.  
ALFRED ST. CYR, }

JAMES ALLIN, }  
W. S. ROBERTSON, } Special Agents English Department.  
of G. R. Robertson & Sons, }

**THE MUTUAL LIFE**

Insurance Company of New York

RICHARD A. McCURDY, President.

Statement for the year ending December 31, 1891

ASSETS, - - - - - \$159,507,138.68

Reserve on Policies (American Table 4 p.c.)	\$146,968,322 00
Liabilities other than Reserve	807,849 52
Surplus	12,800,967 16
Receipts from all sources	37,634,784 53
Payments to Policy-holders	18,755,711 86
Risks assumed and renewed, 194,470 policies	607,171,801 00
Risks in force, 225,507 policies, amounting to	695,753,461 80

NOTE.—The above statement shows a large increase over the business of 1890 in amount at risk, new business assumed, payments to policy-holders, receipts, assets and surplus; and includes as risks assumed only the number and amount of policies actually issued and paid for in the accounts of the year.

Agents wanted. Apply to

FAYETTE BROWN, Manager, MONTREAL.

The  
Manufacturers'  
Life  
Insurance  
Company

Authorized Capital, \$2,000,000.00

President—GEO. GOODERHAM, President Bank of Toronto.

Vice-Presidents—Wm. BELL, Prsdt. Traders' Bank, Toronto; S. F. McKINNON, Vice-Prsdt. Board of Trade, Toronto.

Consulting Actuary—D. PARKS FACKLER, President Actuarial Society of America.

Local Board for Quebec—Chairman, ROBT. ANCHER, Prsdt. Board of Trade, Montreal; Hon. J. A. OUMER, A. G. McBRAN, A. F. GAULT, B. R. McLENNAN, ALD. J. D. ROLLAND.

SELBY, ROLLAND & LYMAN,

Managers for Province of Quebec,

162 ST. JAMES ST., - - MONTREAL

Insurance.

## THE FEDERAL LIFE ASSURANCE COMPANY.

**HEAD OFFICE, - HAMILTON, ONT.**

Guarantee Capital, - - - - - \$700,000  
 Government Deposit, - - - - - 51,000

Writes Liberal Policies without Burdensome Conditions.

On the Ordinary Level Premium Plans, the **POPULAR HUMAN PLAN** and the most perfect Endowment Bond now before the public.

Agents wanted in all unrepresented districts.

**H. RUSSELL POPHAM,** General Agent, Montreal. **DAVID DEXTER,** Managing Director.

Insurance

## BRITISH AMERICA ASSURANCE CO.

**FIRE AND MARINE.**

Incorporated 1823.

**HEAD OFFICE, - - - TORONTO.**

Cash Capital and Assets, \$1,133,888.52.

**BOARD OF DIRECTORS:**

**JOHN MORISON,** Governor. **JOHN LEYS,** Deputy Governor.

John Y. Reid. G. M. Kinghorn (Montreal). Hon. Wm. Cayley.  
 A. Myers. Thos. Loag. George K. Smith.  
 Dr. H. Robertson.

## WORTH KNOWING

"It is the safest and fairest Policy I have ever seen," was the remark made by a prominent representative of one of the largest and best American Life Insurance Companies when he had carefully examined the ordinary Life Policy of The Temperance and General Life Assurance Co.

This is the only policy offered to the Canadian public that can neither lapse nor expire, as to its paid-up value, till death ensues, after three annual premiums have been paid on it.

**HEAD OFFICE, - 23 to 28 King St. West, - TORONTO**

**HON. G. W. BOSS, LL.D.,** President.  
**HON. S. H. BLAKE, Q. C.,** } Vice-Presidents.  
**ROBT. McLEAR, Esq.,** }

**H. SUTHERLAND,** - - - - - Manager  
 Correspondence solicited. Agents wanted

## United Fire Insurance Co.

(LIMITED.)  
 ESTABLISHED 1877.

**HEAD OFFICE, BROWN STREET, MANCHESTER.**  
**MONTREAL OFFICE, 1740 NOTRE DAME ST.**

Capital Subscribed ..... \$1,250,000  
 Capital paid up in Cash..... \$500,000  
 Funds in hand in addition to Capital..... \$782,500

**J. N. LANE, General Manager & Secretary.**

**HUDSON & LANE,** - - - Managers for Canada.

Approved Risks Insured upon the most reasonable terms. Losses promptly and liberally settled.

This Company has acquired by purchase the Canadian business and good will of the City of London Insurance Co., assuming thereby liabilities for all current risks. It also respectfully desires the continuance of the connection thus formed.

## THE DOMINION LIFE ASSURANCE CO.

Waterloo, Ont.

Subscribed Capital - - - - - \$252,600  
 Paid up in Cash - - - - - 63,150  
 Govt. Deposit - - - - - 50,000

**JAMES TROW, M.P.,** President. **P. H. SIMS, Esq.,** Vice-President.  
**THOMAS HILLIARD, Esq.,** Managing Director.

## QUEEN INSURANCE COMPANY of AMERICA.

'Paid \$549,462.00 for losses by the conflagration at St. John's Nfld., 8th July, 1892, without a single difficulty or dispute.

**H. J. MUDGE, Resident Manager, MONTREAL.**

**HUGH W. WOHAM, Special City Agent,**  
 1759 NOTRE DAME STREET.

## The WATERLOO MUTUAL FIRE INSURANCE COMPANY.

Established in 1863. Head Office, Waterloo, Ont.

Total Assets, Jan. 31, '92, \$308,279.00

**CHARLES HENDRY, Esq.,** President; **GEORGE RANDALL, Esq.,** Vice-President. **C. M. Taylor, Esq.,** Secretary; **John Killer, Esq.,** Inspector.

## NORTH AMERICAN LIFE ASSURANCE COMPANY.

Head Office, - - - - - TORONTO.

President, - - - - - **JOHN L. BLAINE, Esq.**  
 Vice-Presidents, - { **HON. G. W. ALLEN**  
**J. K. KERR, Esq., Q.C.**

**WILLIAM McCARR, F.I.A.,** Managing Director

The operations of the Company for the year ending 31st December, 1891, were the most successful in its history, as shown by the following figures:

Cash Income . . . \$ 401,046.56  
 Assets . . . . . 1,215,560.41  
 Reserve Fund . . . . . 954,548.00  
 Net Surplus . . . . . 183,012.41

**CHARLES AULT, M.D.,** Manager Prov. Quebec  
 Montreal Office, - 62 St. James St.

## IMPERIAL Insurance Company, Limited FIRE.

Established at London in 1803.

Subscribed Capital, - - - - - £1,200,000  
 Cash Assets, more than - - - - - £1,600,000

107 St. James Street.  
**E. D. LACY,**  
 Resident Manager for Canada.

## MERCANTILE FIRE INSURANCE COMP'Y. WATERLOO, Ont.

Subscribed Capital.....\$200,000.00  
 Government Deposit..... 20,100.00

Losses Promptly Adjusted and Paid.

**I. E. BOWMAN, Esq.,** President; **J. LOCKIE, Esq.**  
 Secretary; **J. B. COOK, Esq.,** Inspector.

## LIVERPOOL & LONDON & GLOBE INSURANCE COMPANY. LIFE and FIRE.

Invested Funds, - - - - - \$40,833,724  
 Funds invested in Canada, over - 1,000,000

Security, Prompt Payment and Liberality in the adjustment of Losses are the prominent features of this Company.

**CANADA BOARD OF DIRECTORS:**

**HON. HENRY SYMMES,** Chairman.  
**EDWARD J. BARHAM, Esq.,**  
**WENTWORTH J. BUCHANAN, Esq.,**  
**ANDREW FREDERICK GAULT, Esq.,**  
**G. F. C. SMITH,** Resident Secretary.  
 Medical Referee—**D. C. MACGILLIVRAY, Esq., M.D.**  
 Standing Counsel—**Geo. B. GRAMP, Esq.**

**HEAD OFFICE, CANADA BRANCH: MONTREAL.**

## THE LIGHTNING CHECK PUNCH



Prevents Raising of Checks.

**SPACKMAN & Co., 164 St. James St. MONTREAL.**

## DRUMMOND, McCALL Pipe Foundry Co. (LIMITED)

MANUFACTURERS  
**Cast-Iron Water and Gas Pipes,**  
**NEW YORK LIFE INS. BUILDING MONTREAL.**  
 WORKS: - - - LACHINE, QUE.

## BOOK BINDING AND JOB PRINTING

IN ALL VARIETIES,  
 AT THE  
**JOURNAL OF COMMERCE.**



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MANITOBA, BRITISH COLUMBIA, NEW  
BRUNSWICK, NOVA SCOTIA and  
PRINCE EDWARD ISLAND,

SHOWING OUR

# **SPRING SAMPLES**

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# **LOCK POCKET**

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WHICH IS ATTACHED TO OUR GARMENTS ONLY.

. . . . The Best Selection We Have Ever Offered. . . . .

ORDERS RESPECTFULLY SOLICITED.

# **E. A. SMALL & CO.**

Wholesale Clothiers,

288 & 290 St. James Street,

MONTREAL.