

## Special Notice.

Beginning with the June number, 1901, the subscription price of PROFITABLE ADVERTISING will be Two (\$2) Dollars a year. Until that date subscriptions to expire not later than December, 1902, will be accepted at the old rate of One Dollar a year. Sample copy 10 cents.

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No. 1 slaughter, 27c.; No. 2, ditto, 25c.; common, 22 to 24c.; Union crop, 29 to 30c.; waxed upper, light and medium, 30 to 35c.; ditto, heavy, 27 to 30c.; grained, 32 to 35c.; Scotch grained, 30 to 35c.; Western splits, 18 to 21c.; Quebec, ditto, 15 to 17c.; juniors, 15 to 17c.; calf-splits, 30 to 35c.; imitation French calfskins, 60 to 70c.; colored calf, American, 25 to 26c.; Canadian, 20 to 22c.; colored pebble cow, 13 to 15c.; russet sheepskins linings, 30 to 40c.; colored sheepskins, 6½ to 7½c.; black, ditto, 6 to 6½c.; black Indias, 7 to 8c.; harness, 31 to 33c.; buffed cow, 11 to 14c.; extra heavy buff, 15c.; pebble cow, 11 to 13c.; glove-grain, 11½ to 13c.; russet and bridle, 35 to 45c.

METALS AND HARDWARE.—Hardware travellers are mostly on their routes again, and orders are beginning to flow in fairly. Foundrymen are in many cases shut down, and the movement in iron and heavy metals is comparatively restricted. The English market for tin and other plates is easier, but with high winter freights not much change can be expected in local prices as yet. We quote: Summerlee pig iron, \$24 to \$25; Hamilton, No. 1, \$19 to \$19.50; Ferrona, No. 1, \$19 to \$19.50; Midland, \$19 to \$19.50; machinery scrap, \$18.00; common ditto, \$13.00 to \$14.00; bar iron, Canadian, \$1.50 to \$1.55; Hoops, \$1.85; bands, \$3.10; Canada plates—Pontypool, or equal, fifty-two sheets to the box, \$2.80 to \$2.90; 60 sheets, \$2.95; 75 sheets, \$3; all polished Canadas, \$3.60 to \$3.75; Galvanized Canada plates, \$4.60 per box of 52 sheets; Terne roofing plate, 20 x 28, \$8.25; Black sheet iron, No. 28, \$2.85 to 2.90; No. 26, \$2.85 to 2.80; I.C., cokes, \$4.10 to \$4.20; charcoal, do., \$4.60; I.X., cokes, \$5; do., charcoal, \$5.35; galvanized sheets, No. 28, Queen's Head, \$4.60; No. 26, \$4.40; No. 24, \$4.25, in case lots; tinned sheets, coke, No. 24, 6½ to 7c.; the usual extra for larger sizes. Steel boiler plate, one-quarter inch, \$2.10; tank steel, \$2.10 for ¼-inch; three-sixteenths, \$2.20; heads, seven-sixteenths, and upwards, \$2.50; Russian sheet iron 10 to 10½c. lead, per 100 pounds, \$4.30 to \$4.40; sheet, \$4.75 to \$5.00; best cast-steel, 8c.; toe calk, \$2.25; spring, \$3.10; sleigh shoe, \$2.00; tire, \$2.10; round machinery steel, \$3.25; ingot tin, 31½c. for L. & F.; Straits, 30½c.; bar tin, 33c.; ingot copper, 17¼ to 18c.; sheet-zinc, 6c.; Silesian spelter, \$4.85 to \$5.00; Veille Montagne spelter, \$5.25; American spelter, \$4.85 to \$5; antimony, 9¼ to 10c.

OILS, PAINTS AND GLASS.—Orders are now reported as coming in quite freely for general goods for spring shipment. The linseed oil market is quoted as stronger in England, but the prices here are unchanged; for delivery after May crushers quote lower figures. Turpentine steady. Ground leads firm at late advance, and mixed paints at \$1.25 for best, and \$1.10 for No. 1. The quotations are: Single barrels, raw, and boiled linseed oil, respectively, 80 and 83c. per gallon, for one to four barrel lots; 5 to 9 barrels, 79 and 82c.; net, 30 days or 3 per cent. for four months' terms. Turpentine, one barrel, 59c.; two to four barrels, 58c.; net 30 days. Olive oil, machinery, 90c.; Cod oil, 35 to 37½c. per gal.; steam refined seal, 55 to 57½c. per gallon; Castor oil, 9 to 9½c., in quantity; tins, 10 to 10½c.; machinery castor oil, 8½ to 9c.; Leads, (chemically pure and first-class brands only), \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.75; No. 4, \$5.25; dry white, lead, 5½ to 6c. for pure; No. 1, do., 5c.; genuine red, ditto, 5c.; No. 1, red lead, 4½ to 4¾c.; Putty, in bulk, bbls., \$2; bladder putty, in bbls., \$2.20; do., in kegs, or boxes, \$2.35; 25-lb. tins, \$2.45; 12½-lb. tins, \$2.75. London washed whit-

ing, 40 to 45c.; Paris white, 75 to 80c.; Venetian red, \$1.50 to \$1.75; yellow ochre, \$1.25 to \$1.50; spruce ochre, \$1.75 to \$2; Window glass, \$2 per 50 feet for first break; \$2.10 for second break.

WOOL.—As anticipated, the London wool sales opened with an advance of from 7½ to 10% on all fine merinos. Mediums and crossbreds about same as last sale. Locally there is not much doing outside moderate business in Capes at 15c. We quote: Capes, 14½ to 16c.; Natsals, 16 to 19c.; B.A. scoured, 25 to 35c. Some small stock of Australian wool is available, for which 21c. is asked in the grease.

## METHOD AND ORGANIZATION IN BUSINESS.

Sir Courtney Boyle, permanent secretary of the Board of Trade, London, recently delivered a lecture on Method and Organization in Business, in which he told the following story:

Not very long ago there came to a large poulterer's shop a gentleman who stutted, and he said:

"I-I w-want to s-see some t-turkeys."

He was shown some.

"Some are t-tough and some are t-tender?"

The shopman admitted the fact.

"I-I s-suppose there is a d-difference in the price?"

He was assured there was none.

"I-I k-keep a b-boys' school; would you," with a wink of the eye, "m-mind p-picking out the t-tough ones?"

The tough ones were taken out and put on one side.

"C-can you m-make any d-difference in the price?"

This was refused.

"Then I will t-take the t-tender ones."

—General activity would appear to prevail in shipbuilding circles all along the Pacific coast. The latest news is that Vancouver and Victoria capitalists are organizing a company to build locally owned vessels, particularly of the wooden schooner type for the lumber carrying trade. The industry would be run in conjunction with the Esquimaux marine railway.

The directors of the Dominion Iron and Steel Company, at a meeting held a short time ago, decided to begin at once the erection of a plate and roll mill in connection with the other important works which they have under construction at Sydney, Cape Breton. The capital required for the new industry would be provided for by the issue of \$5,000,000 of prepared stock, and this entire amount has been already underwritten by a strong syndicate, which, in addition to some of the present directors of the company, includes Mr. Robert Jaffray and Senator Cox, of Toronto.

AFTER becoming tired of farming, A. W. Bice thought that the occupation of jeweller would suit him much better, and he sold his farm for \$1,800. In May last he bought the shop and fixtures of W. H. Parker, Ailsa Craig, for \$1,200 cash. The balance of his money was invested in goods. He then hired a man to assist him. His assignment now will be no surprise to the trade.—Early this year Alex. McKinnon opened a tailoring shop in Brantford, under the style of McKinnon & Co. He too has had a short career; a bailiff is now in possession of his stock.

DANVILLE has passed a bylaw granting a loan of \$30,000 to Messrs. Whiteford & Angus to aid them in establishing a paper mill near the town.