

is building a 60 H. P. boiler in addition to the engines and boilers of their build now working in the Hamilton Cotton Mills. Also an 80 H. P. boiler for the extension of the Canada Screw Factory, Dundas. They have just completed an engine 100 H. P. and boiler, same power, for the Hamilton Malleable Iron works. The engine is an automatic cut-off one, and is believed to run with as little fuel as any built in Canada. A sewer-pipe machine or engine, with a steam cylinder 40 in. diam., 36 in. stroke, is also being built at these works, to make all sizes of sewer-pipe up to 24 in. diameter, for Messrs. Campbell & Sons, sewer-pipe works, Hamilton.

PEOPLE in the old country are being taught whereabouts Ontario is. The Globe Tobacco Co. of Windsor is now, we are told, exporting its goods regularly to Europe. In November the Co. received orders from a large tobaccoist in Glasgow, Scotland, and the third of a series of orders from a large house in Leominster, Eng. No less a personage than the present Duke of Beaufort, who probably knows what good tobacco is, has taken the trouble to write a letter, praising their goods and ordering a quantity for his own use.

SALESMANLIKE MANNER.

The possession of tact, and an apt perception of the wants of a buyer, by the salesman, no matter what the wares he is offering, is an absolute essential to his success. More especially is this true of the retail salesman. A careless, supercilious or negligent manager, will often affect a customer so that, no matter how low the price of the goods may be or how well they suit, (he or she) will depart without purchasing, for the single and simple reason that the salesman did not know his business or did not courteously perform his duty. Even gruff, abrupt quickness would be better than this; for this sometimes conveys the impression that the goods are the cheapest, or the best that can be got, and therefore do not demand from him any effort other than the take-them-or-leave-them style.

All of our readers have seen this sort of salesman: a superfine creature with waxed mustache and supercilious air, and an altogether lardy-dah, ain't I-an-admirable being, bearing about him. To the well-dressed and wealthy-looking he is super-polite and smirkingly obedient and deferential to all the whims and caprices of the young, fair and gaily-attired portion of his customers. With what an authoritative importance he orders the junior salesman around. "Jim, get those tomatoes for Mrs. Fitzblank, and be sure that they are of the A No. 1 stock. Be quick and lively now," and he turns to his customer with the air of one awaiting approbation for his vicarious performance of her demands. As this sort of being generally proves very unreliable in his statements and representations—giving, indeed, little thought to them, his time being engrossed in perfecting his ability to "mash" (as the vulgate hath it)—his popularity wanes, instead of waxes, and fails to secure to him the promotion which his self-conceit, and impudence lead him to believe his due.

In striking contrast to him is the modest, manly, painstaking and obliging salesman, who recognises that his field of labor is not only the selling of goods, but the selling them in such a manner as will ensure the confidence and reliance of the customer on his word. He does not fuss nor bow, nor bend in abject humility before her ladyship; he is affable, polite, courteous to all, and serge and satins receive the

the same treatment from him. His innate sense of truth and justice directs his actions; he does not intend to cheat and will not deceive his customers, therefore he cannot resort to the superficial tricks and finesse that his colleagues deem so essential. His word is his bond, and his employer, if he is observant, finds at the end of the year that modesty has effected more than vanity, and that it pays better to secure the future trade by truth than to effect present sales by deceit.—*New York Comm. Bulletin*

The greatest amount of business ever transacted by the New York Post Office in one week was done during the week ending 3rd. Dec. In that time 2,882,500 postage stamps valued at \$68,750 were sold. In addition to that 594,000 postal cards, 166,750 stamped envelopes, 90,000 newspaper wrappers and 105,000 "request" envelopes were sold. The newspaper postage amounted to \$8,999, waste paper sales to \$156.92, and unpaid postage collected to \$1,443.51. The total income was \$88,859.58. It was also a busy week in the missing letter and enquiry department. There was sent to Washington 27,023 unclaimed letters, postal cards and parcels 330 articles of value without address were received. The latter included dry goods, articles of gold and silver, watches, false teeth, surgical instruments, castings, books, horned toads and ornithological specimens.

—The commercial traveller of a Philadelphia house while in Tennessee approached a stranger as the train was about to start, and said;

"Are you going on this train?"

"I am."

"Have you any baggage?"

"No."

"Well my friend, you can do me a favor, and it won't cost you anything. You see I've two reusing big trunks, and they always make me pay extra for one of them. You can get one checked on your ticket and we'll euchre them. See?"

"Yes, I see; but I haven't any ticket."

"But I thought you said you were going on this train?"

"So I am. I'm the conductor."

"Oh!"

He paid extra, as usual.

Nestle's Milk Food



This Infants Food is now prescribed by the Medical Faculty as the SAFEST and BEST Substitute for the mother's milk known.

NESTLE'S CONDENSED MILK (same trade mark as Nestle's Food) is now offered to the trade. For domestic use it is unrivalled.

Sold by Druggists and the best Family Grocers throughout the Dominion.

THOS. LEEMING & CO.,
Montreal, Sole Agents.

New Fruits!

Ex S. S. "Aylona" and "Osiris," VALENCIAS, LAYERS, LONDON LAYERS, LOOSE MUSCATELS, SULTANAS, FIGS in Mats and Boxes, also in stock Bbbs. and Half-bbbs. SPLIT HERRINGS; Bbbs. and Hf bbls. NO. 1 GIBBED HERRINGS; Hf bbls. WHITE FISH and TROUT. BONELESS FISH, &c.

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pay us a visit, as our stock (with the
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month) will be found very complete.

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HENDERSON**

BIG
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SALE
AT
43
YONGE
ST.,

Still goes on, but they will be finally removed
to 39 FRONT ST. WEST about the 20th
instant.

G. B. Smith & Henderson