

two wire at 220 volts. The electrical equipment, including switch board, is Westinghouse throughout. In the transformer room is situated the motor driven air compressor supplying air for pneumatic tools and for cleaning purposes.

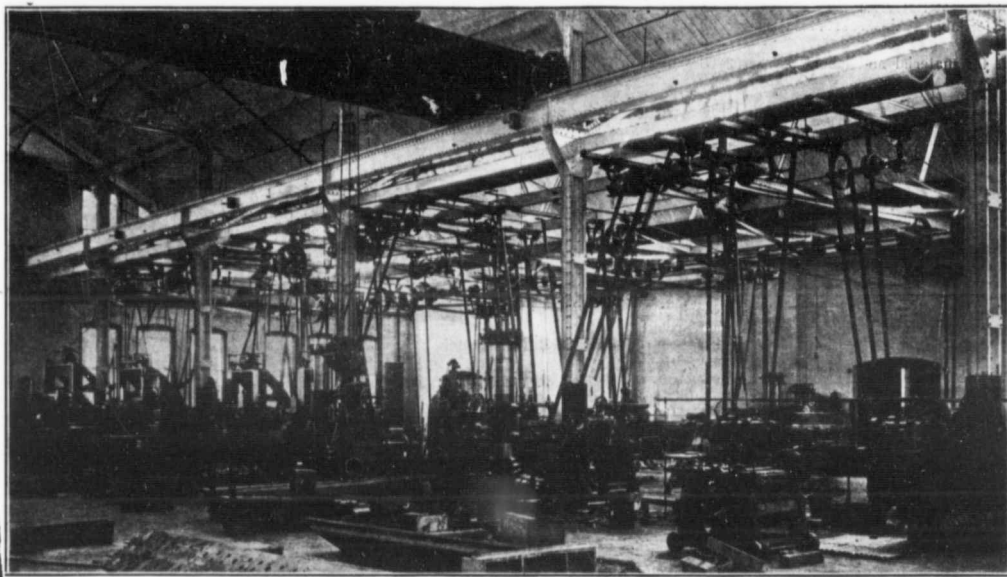
For heating there are installed two brass foundry and machine works boilers, equipped

The greater part of our business—general merchandizing—was during the melon season, when hundreds of people moved into the district to assist in picking and shipping melons.

At first the matter of discounts did not occur seriously to me. Then one day I figured out how much I would have made if

saler, you know, appreciates ready cash, and he is sometimes almost lavish with his presents if you get on the good side of him by paying cash.

It was not exactly what I made that enabled me to retire to private life when I was fifty years old. It was what I had saved, and the most of the saving came in



View of Machine Shop: Berlin Machine Works, Hamilton, Showing Line of London Machine Tool Planers.

with Parsons blower regulator. There is a 150 foot steel concrete chimney built by the Weber Steel Concrete Chimney Co., Chicago. The coal is handled in a very efficient way. The bins are on a level with the boiler room. The coal all comes in dump bottom cars. A siding is elevated to the roof of these bins, and coal is dumped from the cars into the bins. There is thus only the one handling of coal.

FACILITIES FOR LOADING MACHINERY.

The facilities for loading machinery into or onto cars are good. There are two depressed car pits in the shipping room, the floor of the car thus being brought to the level of the floor of the shipping room. The company always ship in end-door cars. The depressed pit and the end doors facilitate loading of machinery very materially. Cars come into receiving room on the level.

SOMETHING OF WHICH TO BE PROUD.

This is a plant of which the owners may well be proud; and it is a plant of which the manufacturing interests in Canada may well be proud. If the business methods of this company show the same progressiveness and thoroughness as is shown in the building and equipment of their manufacturing plant, there is a large future for them in Canada.

LOOK AFTER YOUR DISCOUNTS

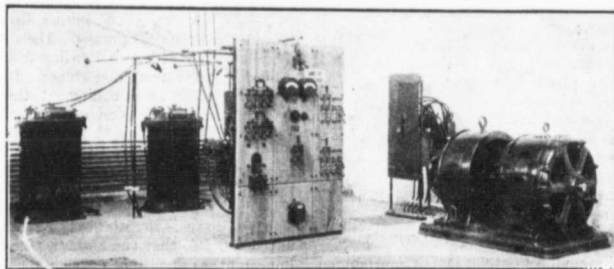
I started in business in a very small community—not over 600 people. The only industry was that of raising musk melons.

I had saved my discounts, and the figures actually astonished me. From that time on you may be sure that I was very careful about the matter.

When I started in business, money interest was high. Business houses with which I did business would give discounts of from three to five and even more on special deals. I began to take them. Besides, I always took my family to the city two or three times a

the discounts that were allowed me. One of the slack ways that eats into the profits of the business is in the neglect to pay bills when they are due. When a bill is presented you may not have sufficient funds on hand to make prompt payment and the first thing you know you have let an opportunity slip by—an opportunity to take a discount.

Although a discount of a few dollars now



The Transformer Room: Berlin Machine Works, Hamilton.

year and the wholesalers would fit us out with all sorts of wearing apparel and household goods.

In fact, our clothes and furniture cost us very little while I was in business, and it was all because they knew that I paid my bill promptly and took the discounts. A whole-

and then may not seem to be any great affair, yet in the course of a business career the discounts that can be saved amount many times to a small fortune.

I once asked a man of wealth how he had made his money. "By taking my discounts," was the reply.—System.