

Everything Electric . . .

Our business includes everything Electric from a bell for your house to a lighting or power plant for your town. But small or great, our work is always done well and at close prices.

R. A. L. GRAY & CO.
85 York Street,
Toronto.

Steel Castings

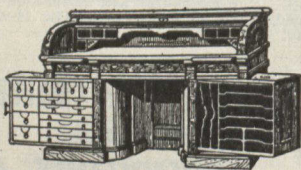
in all sizes, of first-class quality
furnished promptly

Heavy Machine Dressed Gears, Iron Bridge-
trees, Belt and Rope Pulleys
Shafting, etc.

Propeller Wheels

solid or sectional. Designs for improve-
ment of Water Powers executed.

WRITE
The WM. KENNEDY & SONS, Ltd.
OWEN SOUND, ONT.



THE DESK OF THE AGE. Every Device

necessary to make a desk re-
liable, labor saving, economical,
is found in those we manufacture.
In material and construction, in
finish and utility, in durability
and design they lead all other
makes. They make an office a
better office. Our Catalogue
goes into detail.

**Canadian Office & School
Furniture Co., Limited.**
PRESTON, Ontario, Canada.
Office, School, Church and Lodge
Furniture.

When writing advertisers please men-
tion this journal.

Mercantile Summary.

L. PEPIN, a lumberman of St. Jerome, Que., is reported failed. He had a mill at Ste. Marguerite, which, unfortunately, was burned last year, with only partial insurance.

MR. JOHN M. DALY has been appointed general manager of the Cape Breton railway, with headquarters at Hawkesbury. He was formerly superintendent of transportation of the Delaware & Lackawanna and the Illinois Central railways.

BUYING an old stock at 100 cents in the dollar, A. M. Bechard, formerly a clerk in Sherbrooke, started business last year at Beauce Junction, Que. With such a start there needed not much guessing as to the result and his assignment does not occasion surprise.

Two annexes have recently been added and other important improvements made to the C.P.R. system of cattle sheds at Winnipeg. It is pleasing to note that such increase of accommodation is being rendered necessary by the rapid development of the western cattle trade.

A GOOD point is made by Morris' Trade Journal, an American publication, when it says: "Advertisers should remember that trade papers cannot do more than half the work in making a success of any business; the paper will bring the enquiry, but the advertiser must do the real selling. Just there is where he is inclined to shirk. He sends a circular, or catalogue, and then sits down to wait for orders. He should do more. He should follow up his catalogue with letters—not one or two, but many—until he finally gets his order."

AMONG the arrivals at Rossland one day last week, according to The Miner of 13th inst., were persons from Montreal, Toronto, San Francisco, Spokane, Auckland, New Zealand, New York, Ireland, London, Eng., Winnipeg, Victoria, Rat Portage, Cape Nome, Nelson, Phoenix, Greenwood and Midway.

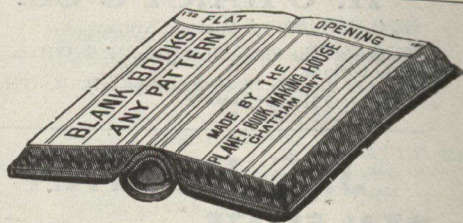
We thank a reader of The Monetary Times for sending us the circular of an up-to-date merchant in the village of Westport, who has shrewd ideas on the subject of effective advertising, and knows enough to believe in the value of printers' ink. This man, who is a jeweller, prints on a neat fly-sheet illustrated, in anticipation of holiday trade, some particulars and prices of goods, and sends them to selected names in town and country. He also sends out a sort of personal memorandum, on good paper, signed with his name, containing valuable scientific hints as to how a man who carries a watch should treat it, and how he should not treat it. Then he tells people by the same means the precious stone suitable as a birth-stone for each month in the year; and so on, and so on. We admire originality, in advertising as in anything else; and we congratulate this Westport merchant on having chosen for his motto the Shakesperian dictum, "An honest tale speeds best, being plainly told."

The St. Lawrence Hall

Montreal, is the best known hotel in Canada. Some of the most celebrated people in the world count amongst its patrons. Its excellent CUISINE, central location and general comfort are reasons for its popularity.

Rates, from \$2.50
to \$5.00 per day

HENRY HOGAN
Proprietor.



Planet Flat Opening Blank Books.

are in the largest Banking and Mercantile Houses in Ontario. They are the cheapest, and none are better. Estimates promptly furnished. Send for our circulars.

PLANET PUBLISHING & BOOKBINDING HOUSE,
CHATHAM, ONT.

Direct Importers of Ledger Papers and Leathers.

Time Saved is Money Made by Purchasing

MURRAY'S INTEREST TABLES

REVISED EDITION.

The computations are all made for you at $2\frac{1}{2}$, 3, $3\frac{1}{2}$, 4, $4\frac{1}{2}$, 5, $5\frac{1}{2}$, 6, $6\frac{1}{2}$, 7, $7\frac{1}{2}$ and 8 per cent. on \$1.00 to \$10,000, from 1 day to 365. **Paper far Superior** to other Interest Tables, so these are the **CHEAPEST** AS THEY WILL LAST LONGEST. **PRICE, \$10.00.**

B. W. MURRAY, Accountant's Office,
Supreme Court of Ontario,
TORONTO, ONT.

Established 1864

E. R. C. Clarkson,

Trustee Liquidator

ONTARIO BANK CHAMBERS,

Toronto, Ont

W. H. SPROULE & CO.

Real Estate
and Financial Brokers

375 Main St., WINNIPEG, Man.

W. H. Sproule.

E. S. VanAlystine.

"Canadian Industrial
Investments."

I help both the investor and the producing concern in the matter of selling stocks and bonds. For the investor I offer a small select list of high-class Canadian industrial securities which I consider highly meritorious. For the owners of any Canadian Industrial Company, organized or unorganized on a limited liability basis, I have an interesting proposition, if the condition of the company and its prospects warrant it. Let both classes write me letters of enquiry.

JOHN D. EDWARDS
Confederation Life Building, Toronto,
Ground Floor.