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Mercantile Summary.

THE Great Northwestern Telegraph Company is now accepting messages via the new Pacific cable for Australia, Tasmania and New Zealand at the regular rate of 58 cents a word.

THE annual banquet of the Dominion Commercial Travellers' Association is to be held at the Windsor Hotel, Montreal, on Monday evening, 22nd December. The list of invited guests includes Lord Minto, Lord Dundonald, the members of the Federal Cabinet, Hon. R. L. Borden, Hon. F. D. Monk, the local members, the Mayor, and the United States Consul.

THE G. A. Crosby Co., of Sarnia, Ont., is very busy these days, and the plant is taxed to its utmost capacity. Heretofore this firm has not gone much into the building of heavy tools, but gradually they are getting into that field. The shops are all crowded with work, and the demand for machine tools, in addition to that for special can-making machinery, is growing all the time.

THE "Bellolian" is the name of a new piano player now being made by the Bell Organ & Piano Co., Guelph, Ont. There ought to be, and probably will be, a growing demand for such attachment, and that being put on the market by the company referred to will no doubt be welcomed by those who are looking for self-playing attachments, there being numerous points of merit about this new device. This company is a so making addition to its power plant.

WE hear from Summerside, P.E.I., of the failure of D. Rogers & Son, one of the oldest commercial firms in the place, engaged in business as general merchants and lobster packers. The senior partner, now over 70 years of age, has always been highly respected on the Island, but the business has of late years shown a lack of progress, and an insufficiency of active capital, with the result that they have been sued on several recent occasions. It was claimed for them last year that they had a surplus of \$43,000, but these figures were largely apparent only, and slow book accounts and over-valued real estate formed the bulk of their assets.

FROM the little village of Ste. Anne des Monts, on the Gaspé Coast, two failures are reported: T. J. Lamontagne, engaged in the lumbering line, and as a general merchant for some forty years past, at one time in a fairly extensive way, but of late years with indifferent success, is proposing to pay 75 cents on the dollar. He owes about \$12,000, and shows nominal assets of \$16,000, but largely in slow accounts and unrealizable real estate.—Alfred Therien, of the same place, was formerly a shantyman, who started storekeeping in a small way, several years ago, and having little education and no previous experience, his success has always been questioned. He has made an offer of 40 cents, which has been refused.

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