

The Precision

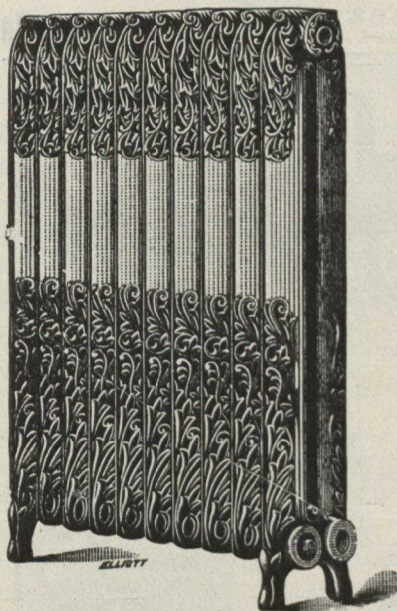
— OF —

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The Gurney

Foundry Co., Ltd.

TORONTO WINNIPEG VANCOUVER

THE GURNEY MASSEY CO., LIMITED,
MONTREAL.

ALPHONSE MARTINEAU, of Quebec, who has carried on a drug business for six years past, has been obliged to assign.

ON demand, an assignment has been made by Bernard Cohen, a boot and shoe retailer, of Montreal. Liabilities are put at about \$2,000.

AMONG the candidates for directorship in the Dominion Commercial Travellers' Association, to represent the city of Quebec, is Mr. J. A. Thompson, son of Mr. L. E. Thompson, editor and proprietor of La Semaine Commerciale. Mr. J. A. Thompson is employed by the wholesale dry goods firm of P. Garneau & Fils, of Quebec, whom he has represented in the province of Quebec and city of Montreal for the past twenty years.

DURING the entire season of navigation, 1st May to end November, 18,036,524 bushels of grain went through the Soulanges Canal, as against 19,427,586 last year, showing a falling off of nearly a million and a half bushels. The total tonnage of freight carried through the canal was 911,327. Of the grain in transit 11,971,315 bushels consisted of wheat, 3,008,320 bushels of corn, 905,467 bushels of oats, the rest being barley, rye, peas, flax, and flour, the latter being equivalent to 304,242 bushels.

RETAIL VERSUS WHOLESALE.

A quarrel arose between the wholesale merchants of Nelson, B.C., and the retail grocers in that town and vicinity, the latter alleging that the wholesale people sold goods to those who were properly customers of the retailers. A meeting was called for November 28th, to discuss matters. Only two of the wholesale houses the A. Macdonald Co., and J. Y. Griffin & Co., were represented at the meeting, while there were ten or a dozen retailers present from Nelson, Kaslo, and Ymir. Mr. R. Robertson, for Griffin & Co., denied that his firm had encroached on retail trade, and declared that they absolutely refuse to sell to boarding houses or hotels. His standard in the matter seems to be expressed in the following statement: "I do not believe in a wholesaler selling to a mine or mill where less than from 50 to 75 men are employed. When over that number is employed, I think they are entitled to deal with wholesalers direct." After a lengthy discussion, no definite basis was found for agreement, and upon the motion of a wholesale representative, seconded by a Kaslo retailer, Mr. Green, the meeting adjourned, the proposal of holding another meeting not finding general favor. The conditions which caused the difference above described are not unusual, especially in new communities. It is not easy to frame rules to settle what, in a mining region, shall be properly wholesale or retail lots of merchandise. Still, any wholesale house, which has been in the habit of selling small parcels to individuals at the same rate as large ones, is not likely to disregard the complaints of its retail customers as to the unfairness of this procedure.

Be Prepared

The present season suggests that you keep your heating system efficient at least cost for fuel. If accumulation of water (condensed steam) is allowed, you get little heat, at the same time burn as much coal as ever, or more.

A **HEINTZ** Automatic Steam Trap keeps the system free from such obstruction—resulting in increased circulation of heat—continuous at all times.

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James Morrison Brass Mfg. Co.

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Steam Specialties. TORONTO.

Window Dressing from A. to Z.

Is the title of a handsome book written and illustrated by one of the most successful window dressers in the United States.

**Price
\$3.50**

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Agencies Wanted in Manitoba, the N.W.T. and B.C.

My connection with the hardware trade in that territory is considerable. Have represented one firm there for a number of years. Am not satisfied to continue on present basis of remuneration, and have undertaken a commission business instead.

Good references as to character, reputation and ability.

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