

### WHY DOES BRITISH TRADE LANGUISSH?

Some plain speaking is done in the last number of *Invention*, which should arouse English manufacturers from their complacent "we know best" attitude towards customers who want something different from the article or sample that English representatives offer. Calling attention to a letter of a correspondent concerning England's commercial supremacy, that journal remarks that after the peace of 1815 England, by her conquest of the world on the seas, supplemented it by a startling expansion of her commerce. She was then *facile princeps* the foremost commercial nation of the world; her manufactures were regarded as standards of excellence, her supremacy was unquestioned. It is perhaps owing to these facts that the nation has become over-confident, over self-satisfied, and puffed up with self-complacency. The remarkable utterances of the Japanese minister to England a few days ago struck the keynote of the situation in no uncertain manner. He said, in effect, "Twice Japan was beaten by the English, when our good emperor realized that by the old methods which had lasted so many centuries and satisfied our nation, Japan would always be beaten. He therefore sent his subjects out into the world to learn the methods by which they had suffered this defeat." The effort culminated in the Japanese-Chinese war, and to-day Japan is coming to the front as the most enterprising nation on the face of the globe, not excepting England or our own cousins across the water. English manufacturers, in fact, all Englishmen, have become so blinded by their prosperity, by self-complacency and their attachment to old methods, which, however good they may have been at the time of their creation, are no longer the best, that we as a nation have become asleep to the fact that the world is moving with such rapidity that we are bereft of our proud position as the possessors of the best wares and manufactures in the world.

### REBATING PREMIUMS.

The disposition of insurance rebaters to blame the "other fellows," is thus hit off by the Piney Woods *Clarion*. The editor of the *Clarion* interviewed a number of agents in reference to the anti-rebate agreement, and this is what they said:

Pod Jenks, New York Life: "I've known all the time what these other agents was bringing on themselves by rebating so outrageous. It don't affect me, though, as I never did rebate any."

Ben Smith, Equitable: "Suits me to a T. It makes the other agents around here quit their tricks. It don't affect me, as I never done any rebating."

Toombs Quarles, Mutual of New York: "Well! well! Maybe I won't have a chance now. The way these other agents has been rebating was shameful. Personally I don't affect me, as I never done any rebating."

R. E. Lee Quigg, Mutual Benefit: "I've told these other fellows they would get the hatchet soon if they kept on as they was doing. As I never done any rebating, it won't hurt me."

Sam'l Sayres, Northwestern: "Our company has been opposed to it for years, so I'm happy. The outrageous carrying on of other agents here has been ruining the business, and I reckon they know what hit 'em now. It's nothing new to me, as I never did rebate."

That's all we could see this week, but we judge from above that the anti-rebate agreement gives general satisfaction. But the boys can't show anything but crape on the bargain counters now.

### FIRES OF SINGULAR ORIGIN.

On the evening of Friday, September 6th, the building of the Union Banking Company, of Beresford, S. D., was discovered on fire. It seems that some one had driven a steel nail through the electric light wire, and into the building, and thus, when the current was turned on, it formed a point for extreme heat, resulting in the woodwork catching fire. An alarm was turned in, and the fire department quickly responding, the flames were soon extinguished.

The sun shining through a fancy glass window, so intensified the heat as to ignite the carpet and set on fire the residence of R. W.

Warner, at 1905 South Grand Avenue, St. Louis, on the 18th of September, resulting in a damage of \$6,000.

The sun being the great source of heat, is supposed to do very much as it pleases in regard to setting things on fire, and recently it has been getting in some of its fine work among the windows and show cases. On the 22nd of September, it set fire to a show-case in the front window of J. A. Pietsch's store on Centre avenue, Alleghany, Pa.; the damage was small, but the cause was singular.

A somewhat similar occurrence took place on the 24th September, in Baltimore, in the drug store of Wm. Caspari, Jr., on Druid Hill avenue. A box of parlor-matches in a show-case ignited from the heat, shattered the case, and did some other trifling damage to the contents of the store.

On the 19th of September the residence of Mr. E. H. Warner, No. 1905 Grand avenue, St. Louis, was set on fire by bull's eyes, which formed parts of ornamental windows in a large upper room that had been prepared for dancing. The floor had just been oiled and polished when the morning sun focussed upon it and set it on fire. The damage by fire and water amounted to nearly \$10,000. —*Insurance Monitor*.

### HOW IT IS DONE.

Some little time ago an agent of one of the newer building and loan societies objected that we did not present the methods of his company fairly to the public. We therefore present one in full herewith. The first "illustration" given by the circular of this company shows the estimated cost and profit to an investor on ten shares of stock in 7½ years, Class "A." The next shows the estimated cost of a \$1,000 loan on ten shares of stock for 7½ years, Class "A." The third offers a cheap and easy method for clearing off a mortgage, "showing how a person without any capital can acquire a house worth \$1,000 in 7½ years." This is how, according to this society's circular:

He subscribes for 10 shares and pays as follows:—  
 Membership fee, \$1 per share ..... \$ 10 00  
 Dues of 60 cents a share per month for  
 four years ..... 288 00  
 He then buys a \$1,000 house, and the  
 association advances the purchase  
 money to pay for it. He then pays  
 the association \$15 per month for 3½  
 years, amounting to ..... 630 00  
 Total amount paid ..... \$928 00

### ENGLAND'S REVENUE FROM THE SUEZ CANAL.

A consular report, dealing with the business of the Suez canal during 1894, has the following regarding the financial standing of the canal company: "In 1894 the gross receipts of the company were \$15,390,230.60, which compares with \$14,764,906.80 in 1893, and if the revenue from the tramway from Port Said to Ismalia and the lands and water company are eliminated, it will be found that the actual receipts from the vessels that used the canal were \$650,800 higher than in the previous year. Expenses were \$65,958.60 smaller than in 1893. Taking the whole of the charges of every kind, including the interest and sinking fund on the bonds, the 5 per cent. interest which is paid on the whole of the capital, and a sum of \$90,000 for renewals and improvements, we get a total of \$7,165,834.20, which, deducted from the gross revenue of \$15,390,230.60, leaves \$8,224,396.40. Out of this sum the council recommend the placing of \$150,931.60 to the reserve, thus bringing it up to \$1,150,931.60. Thus there remained for distribution among the shareholders \$8,073,464.80, and each share in addition to the 5 per cent., which is first paid, will receive for 1894 a dividend of \$14.20. The gross yield on Suez canal shares for last year consequently comes to \$19.20, or 18 per cent., or, after deducting the tax, to \$18 net. An important period was reached in July, 1894, when the last of the fifty coupons that had been detached from the Khedive's shares in 1869 was paid. The security known as "delegations" has, therefore, been extinguished, and the whole of the shares held by the British Government are now in receipt of dividends. Since the holding of England amounts to 176,400 shares, the annual revenue therefrom, assuming the dividends to be maintained, will be upwards of \$3,150,000."

### TUBES OF SOLID METAL.

An interesting description of the Erhardt process of manufacturing tubular bodies out of solid metal, without casting, boring or welding, comes from the U.S. Consul at Frankfort. A cube of steel is heated cherry red, and dropped into a massive matrix of the outward form required. A mandrel is then thrust forward by immense hydraulic pressure. It enters the steel tube, and presses the metal outward to fit the depressions in the matrix. Owing to the force exerted, the metal yields like butter, and gives an exact impression of the hollows in the matrix.

The advantages of this treatment are the uniform strength and consistency given to every part of the article produced, with the utmost lightness compatible with sufficient strength to endure necessary strains. Already the German Government has adopted this method of making the outer casing of shrapnel shells, to the exclusion of all methods formerly in use.

The process has also been applied to the manufacture of gun barrels, hollow flasks for containing liquefied carbonic and other acids, and parts of machinery where lightness and strength are desirable.

It may, also, be applied to the manufacture of hollow-ware, and its usefulness is not confined to articles made of steel. Wrought iron, copper, and other malleable metals are susceptible to the same treatment, the only condition being that each metal should be worked at a temperature which insures its greatest amount of malleability and ductility. Seamless copper tubes, of twenty feet in length, have already been produced, with commercial success, by this process.

In the old method of boring the solid block, it often happened that the strongest and densest part of the metal was turned into shavings. Under the Erhardt process this is impossible, as the compression gives the finished block an equal and uniform density, without seams or flaws.

"Let me suggest," writes a correspondent to the *London Globe*, "as an appropriate title for our bicyclists, the classical name of Cycloclades (cycle ladies)—especially as to them appertains a metallic steed, if not a Delos."

The output of the Lakeside creamery this year was upward of fifteen thousand pounds, says the *Battleford Herald*. About eight thousand pounds were taken for local consumption, the balance going to British Columbia.

The Department of Fisheries has sent word to British Columbia that steelhead fishing with 7½-inch mesh nets would be allowed on the Fraser River between December 1st and February 15th. The New Westminster Board of Trade had petitioned for this privilege.

M. O. Johnston, of Goderich, has disposed of the Boil farm, in West Wawanosh, to John Boil, jr., for the sum of \$2,500. The farm contains 100 acres of good land, with fairly good buildings and fences. Also, the *Expositor* says, John Rapson, of the 10th concession of Hullett, has purchased the farm of his neighbor, Geo. Allan. This farm contains 100 acres of excellent land, with good buildings, and was bought for \$6,000.

The North Saanich Coal Company has been incorporated for the purpose of taking over certain bonds of coal rights and privileges pertaining to two thousand acres of land in North Saanich, B. C., about three miles from the terminus of the Victoria and Sidney Railway. The capital stock of the company is \$25,000, divided into 2,500 shares of \$10 each. T. W. Paterson, William Templeman and E. B. Marvin are the provisional directors, and Beaumont Boggs is secretary.

The first electric railway in Quebec outside of the Island of Montreal is to run between Saint Remi and Stottsville, 22 miles, passing through the parishes of St. Michel, St. Edward, Douglasburg and St. Phillippe. The Dominion Government has subsidized the road with \$3,500 per mile, and the towns of Napierville and St. Edward have given bonuses of \$10,000 and \$2,500 respectively. Already there has been six miles of the right of way purchased. Surveyors are at present working on the six miles bought, and the whole work will be completed by July 5th, 1896, or the subsidy is lost. Hon. Mr. Laviolette is president of the road, and Mr. Lafontaine secretary.