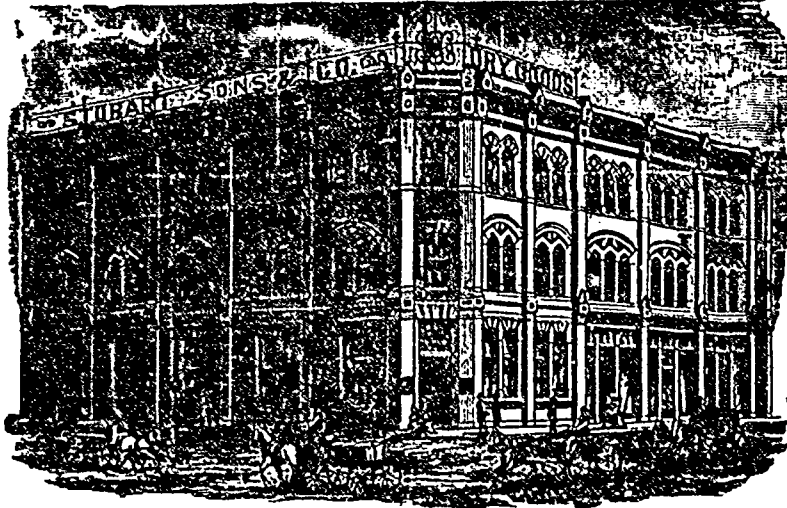


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JAMES LESLIE, JUNCTION OF GRAIG AND
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P. O. Box 996. MONTREAL.

Personal.

Alex. Fraser, representing R. C. Macfie & Co., wholesale hats, caps, etc., London, Ont., was in the city last week, on his way to the Pacific coast.

Jos. Tasse, of Tasse, Wood & Co., wholesale cigar manufacturers, Montreal, arrived in the city on Wednesday from the west, and will return home in a few days.

W. T. Smyth, representing W. H. Storey & Son, manufacturers of gloves, mitts, moccasins, etc., Acton, Ont., was in the city last week. This is one of the well known firms of the Dominion.

J. H. Glass, of the firm of C. S. Hyman & Co., wholesale boots and shoes, tanners, etc., London, Ont., was in the city last week, on one of his regular western trips. He will go as far as Victoria, B.C.

W. M. Ronald, president of the Northwest Commercial Traveller Association, of Porter & Ronald, wholesale crockery and glassware, Winnipeg, left last week on a business trip west. He will go as far as Victoria, B.C.

"When you throw away ten pounds of apple peelings," says the chemist, "you throw away a pound of sugar." And when you throw away a pound of sugar, how much sand do you throw away? Answers from the trade solicited.—*Boston Transcript.*

He—I must break off my engagement. Vio let. She—Why should you do that? He—Well, your father has failed; how can he support a son-in-law in the style in which I have lived? She—Why, you goose, he failed on purpose to meet the extra expenses.—*Harper's Bazar.*

Sir John Macdonald's Bust.

Every subscriber to the weekly Toronto *Empire* receives a clay bust of the Conservative chief. The bust is admirably executed, is a faithful representation of Sir John and is a handsome mantel ornament. The subscription to the *Empire* for one year with the bust is one dollar.

The banana, according to scientists, is one of the best of foods. It may also be looked upon as condensed milk, its composition being 74 per cent. water, 20 per cent. fuel, 5 per cent. flesh formers and 0.7 per cent. mineral; while milk contains 86 per cent. water, 9 per cent. fuel, 4 per cent. flesh formers and .07 per cent. mineral.—*Detroit Free Press.*

The experience of the manufacturers of the "Myrtle Navy" tobacco is a valuable lesson in political economy. Previous to their commencing that brand, the tobacco made of the finest Virginia leaf was always held at fancy prices, and put up in some fancy style of manufacture. It was thought that only the rich would buy such tobacco, and at the old prices none but the rich could buy it. The makers of the "Myrtle Navy" resolved to strip the manufacture of the tobacco of all its fancy costs and put their profit at so low a rate that no competitor could possibly undersell them with the same quality of article. From the very first until now their rate of profit has been a uniform percentage upon the cost. It is their enormous sales which make their low rate of profit a satisfactory one in the aggregate, and also gives them their firm hold upon the market. Their success is an excellent lesson for manufacturers to study over.

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Manufacturers Fine Stationery, Aberdeen, Scotland.
M. Staunton & Co.,
Manufacturers Wall Papers, Toronto.

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