

## INVENTORS' RECORD.

The following list of United States patents, granted to Canadian inventors, March 27 and April 3, 1891, is reported expressly for THE COMMERCIAL JOURNAL by James Sangter, solicitor of patents, Buffalo, N. Y.:

Secondary battery, George L. Ballard, Toronto.

Grain-shocking machine, Robert Connell. Osprey.

Ring gauge, William F. Doll, Winnipeg. Inkstand, Charles E. Jewell, Toronto, assignor of one-half to Major R. Jewell, Rochester, N. Y.

Duplicating cheque book, Joseph Oldfield, Toronto.

Dynamite and process of making same, William Y. Rochester, Ottawa, and John McArthur, Nepeau, said McArthur assignor to George Rochester, Nepeau.

Granted April 3rd, 1891:

Smoke-consuming furnace, Jean F. Chazotte, Montreal, assignor of two-thirds to Gustave des Trois Maisons and Antoine Roy, same place.

Harvester, William McCloskey, Essex, assignor of one-half to Alem J. Green, same place.

Electric motor, William J. Still, Toronto, assignor of one-half to Randolph MacDonald, same place.

Milk purifier, Richard H. Caswell, Ingersoll, assignor to Charles H. Slawson and Stephen King, same place, and John S. Pearce, London.

Granted April 10th:

Chalk sharpener, George Hay, Picton. Combined drag bar cultivator and drill, William Hull, Souris.

Electrolytic cell, Ernest A. Le Sueur, Ottawa.

Transposing keyboard, Alexander Marcy, Toronto, assignor of eleven-twentieths to Joseph Hanauer, Omaha, Neb.

Cultivator, Thomas J. McBride, Winnipeg, Manitoba, assignor to the Massey-Harris Company, Toronto.

Process of refining nickel and copper mattes, Charles G. Richardson, Toronto.

## HINTS TO MERCHANTS.

Merchants are often worried on account of the tendency of buttons and other small articles of merchandise which come attached to cards by threads coming off and getting lost. This can be obviated by taking a piece of common wrapping paper, gumming it and pressing it down firmly on the back of the card. It will adhere to the threads at all points and the card can be cut in any way necessary without loosening the thread. Another little precaution which will save much time and bother if observed is to wrap each color of sewing silk, braids and such similar articles likely to become entangled in separate pieces of paper, allowing only the ends of the skeins to show.

It is well to remember that in procuring and holding trade there are other factors to be considered than those of correct price and qualities, although these must be considered indispensable by every truly progressive merchant. We wish to speak particularly of the necessity of quickness in serving customers. The



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merchant that has the best facilities for serving customers possesses a strong hold on the trade for that if for no other reason. What are the requisites for a quick and satisfactory service? Here are a few of them: Sufficient number of clerks to take care of the customers. Sample cards in each department showing all the colors and styles in stock, and when necessary, especially in case of old or rarely called for goods, memoranda of their location. Methodical arrangement of goods on shelves in boxes and packages of different colors or make according to grades, and so as to be easily distinguished. Clearness of price and size marks and uniformity as to location on goods. In general, such arrangement of goods that they can easily be found by a new clerk. The possession of the quickest facilities in your city for wrapping bundles and making change should be one of your ambitions.

Before articles are allowed to leave the store, they should be charged, or checked off, item by item, in order that there may be no dispute.

The following is from an American journal, and it is all the more valuable testimony for that reason: "Canada is peculiarly situated. Politically it is part and parcel of the British empire, and its people are naturally, on many accounts, especially in its commercial relations, strongly concerned with United States affairs. The Canadian, of necessity, forms the connecting link between the two largest portions of the English-speaking world. His view is decidedly broader and more international than the average American to the south of him or of the average Englishman in the Mother Country."

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