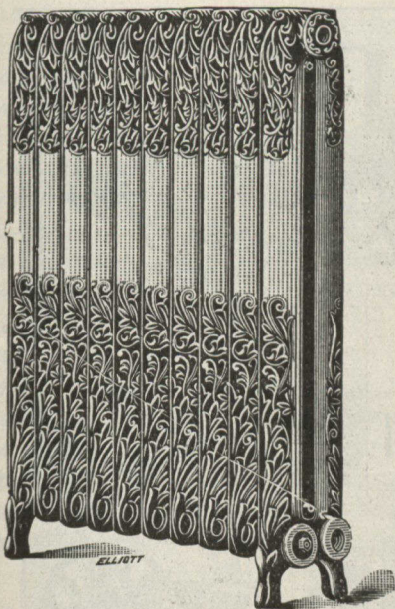


## Not only the Economy Nor yet the Comfort alone

But the healthfulness of having a reliable, even warmth all winter through, and the consequent avoiding of doctor's bills—these are strong reasons why you should choose the

## OXFORD HEATING SYSTEM



These excellent Boilers and Radiators will give you the finest winter service obtainable. Hosts of people who have tested their capabilities will tell you so.

Let us give you all the interesting particulars—if your dealer isn't fully posted.

## The Gurney Foundry Co., Ltd.

TORONTO WINNIPEG VANCOUVER  
THE GURNEY MASSEY CO., LIMITED,  
MONTREAL.

fight if anything in the world is. Try it. You will think more of yourself for it. So will other people."

You will see that this does not refer exactly to How we Say it, but to What we Say. Many a man, whether on the road or off the road, talks too much, swears too much, and talks trash or slang, while he could talk sense just as easy. It would be a good thing to get a lot of us (I am quite willing to include myself, you see), to keep a sort of bridle on our lips. I want to thank you for giving the business folks of this country such a solid journal to read.

SALESMAN.

Sault Ste. Marie, 17th Nov., 1901.

### CANADA AT THE BUFFALO EXHIBITION.

Editor, Monetary Times,—

SIR,—I have waited long, hoping to see in your columns or somewhere else, an acknowledgment or description of the benefit to Canada that came as a result from our country having exhibited at the Pan-American Fair, in Buffalo. But I have not seen anything in the way of a summing up, and therefore I am going to give you my views on the subject, which I am in hopes you will print.

I went to the Pan-American three times, in three different months; the last time near its closing. On each visit I spent some time in the Canadian building, and on two of the visits I looked in upon the Canadian or provincial exhibits in the main buildings. They were always filled or surrounded with gawking, inquisitive people, people ignorantly curious about Canada or intelligent people. All these different classes were there. And while most of them seemed astonished that "Canadey" could produce what she had on exhibition, many took more than a lazy or idle visitor's glance about the place, and were anxious to learn particulars about both country and product.

I have both heard complaints and read complaints about the "misplacing" of the Canadian building over amongst the cattle buildings, but I don't think, after all, that a better place could have been got. At one time, when the farmer visitors were most numerous, the Canadian building was a drawing-card, and they were there by hundreds every day. The streamer having on it "160 ACRES OF LAND FREE TO SETTLERS," was a big advertisement. The big, stuffed buffalo was a centre of attraction all the while, and the distribution of literature about Canadian vacant lands, among the agricultural class of visitors, proved to have made a lasting impression.

On my latest visit, which was late in October, I was shown six letters, from four or five States of the Union—Missouri and Dakota among them—which had been received that day by the Commissioners from former visitors, asking for detailed information or for more pamphlets.

What the intelligent Minnesota and Wisconsin and Western farmers have seen of Canada and Canadians at this Fair, is bound to help immigration into our North-West in the future. Not less than two thousand interviews, I was told, had been given by Messrs. Hutchison and St. John, the Commissioners, to as many enquirers, most of them Americans, desirous to know more of Canada. It was well worth our while, then, to exhibit as we did in Buffalo. And if anyone asks me should we exhibit at the St. Louis Purchase Exhibition next year, I will tell him straight: "Yes, by all means." I hope, Mr. Editor, that you agree with me.

VISITOR.

London, 18th November, 1901.

## 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.

Write for descriptive circular and get posted.

THE

**James Morrison Brass Mfg. Co.**

LIMITED

Steam Specialties, TORONTO.

**WANTED**—Having 14 years' residence and experience throughout British Columbia, I desire Provincial management or general agency for insurance, loan, or financial companies. References furnished—Bonds given.

H. G. ROSS,  
Vancouver, B. C.

**WANTED**—Agency for strong, liberal writing Fire Company at Vancouver, B. C., by an old established firm controlling a large and valuable clientele. For particulars in the first instance apply to

EDWARD TROUT,  
Monetary Times, Toronto.

**DESIRABLE OPENING**—A man with office experience and having ten thousand dollars to invest in a Limited Company, recently formed, will hear of a desirable opening by communicating, in the first place, with Box 666 Monetary Times, Toronto, Ont.

The position in the office will be open to the Investor, to whom an adequate salary will be given.  
All correspondence strictly confidential.

## The SÃO PAULO Tramway Light and Power Company, Limited

Will apply to the Legislature of Ontario at its next session for an Act authorizing the issue and Sale on such terms as the Directors may think best of redeemable preference stock, and confirming the Company's mortgage bond issue.

J. M. SMITH, Secretary

October 22, 1901.

## Kinleith Paper Company

LIMITED.

### DIVIDEND No. 2.

Notice is hereby given that a Dividend at the rate of Seven per cent. per annum upon the Seven per Cent. Cumulative Preference Capital Stock of the Company, has this day been declared for the period ending 30th November, 1901, and that the same will be payable at the Imperial Bank of Canada, St. Catharines, Ont., on and after

**Monday, the 2nd Day of December next.**

The Transfer Books will be closed from the 25th to the 30th November, both days inclusive.

By order of the Board.

L. P. SNYDER,  
Secretary-Treasurer.

St. Catharines, Ont., Nov. 16th, 1901.