

attached direct to the riveter a small glycerine pump which gives the pressure to the plunger.

The sizes of riveters he wants special quotations for are the following:

Portable riveter giving a pressure of thirty tons on rivet, and fifteen tons on plate-closing arrangement; gap about thirty-two inch; maximum size of rivets, three-quarter inch.

Fixed riveter, giving a pressure of forty tons on rivet and twenty tons on plate-closing arrangement; gap about 88½ inches; maximum size of rivets, one inch.

Except the aforesaid, the mentioned system has the advantage of being perfectly safe against frost, which means a good deal for our country.

Perhaps you might be able to offer us such riveters. In the affirmative case we should be glad to receive from you a detailed quotation, with sketches, drawings and description of machinery.

FAULTY TRADE METHODS.

United States Consul Halstead, at Birmingham, Eng., writes of the faults of American trade methods of which Canadian manufacturers should make note. He says:—

"The jewelry and fancy goods manufacturers of Great Britain make articles on a 'forty-line scale,' an arbitrary system of measurement, the origin of which is lost somewhere in an early period of the trade. In the measures for the common metals and articles a 'line' is one-twelfth of an inch, but in the fancy trade a 'line' is one fortieth of an inch.

"To-day, a declaration of 'returned American goods' was sworn before me, meaning, of course, a big loss to an American manufacturer, and due to his failure to make the goods in accordance with the exact specifications of the order. A Birmingham manufacturer ordered from an American manufacturer a lot of 'indestructible pearl,' giving the measurements he required in 'lines.' Not knowing what 'lines' meant to the fancy trade, the American, without making inquiry, had recourse to the metric system, and his goods are by this time on the way back to him.

"Two weeks ago \$500 worth of fountain pens were sent back to a manufacturer in an interior American city. The Birmingham purchaser said: 'They are without question better pens than I ordered, but they are not like the sample, and I am not in the business of educating the public to new things, but sell them what they want, and these goods go back.' I know the town of the manufacturer very well, but do not remember his name so assume that his factory is small and his capital limited enough for the return of goods amounting to \$500 to hurt him; but he did not obey orders.