THE MONETARY TIMES.



THE Nova Scotia Sugar Refinery has adopted the incandescent electric light system with which to light the refinery buildings. The plant is to be furnished by a firm at Truro, N. S.

MR. W. H. Howell has rented Bronson's old mill at the Chaudiere in Ottawa, and will commence the manufacture of paper pulp from sawdust. He has, we are told, been granted exemption from taxation for ten years.

At a meeting of the Western Paper Manufacturers' Association, held at Chicago on the 9th, it was reported that owners representing one-half of the total production had signed an agreement by which a board of five trustees is given power to order the mills shut down for a period of not more than two weeks at a time and not more than three months per year. The mill-owners in the United States tell a doleful tale of low prices, poor markets, and



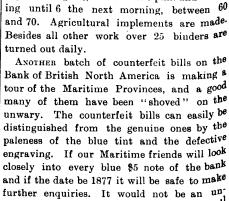
the stone blocks in the construction of the Episcopal Cathedral now in course of erection in that city.

NATURAL gas is being produced in paying quantities from 4 wells on the property of the Courtright Salt Company, at Courtright. Pipes are now being laid to convey the gas to the company's works, where it will be utilized as fuel, and effect a large saving on the cost of making salt.

OVERSTOCKING in merchandising and overproduction in manufacturing are fruitful sources of loss. Ordering boots and shoes, declares the Reporter, months before they will be needed, when the dealer is not in a position to know what will be the wants of his customers, is a prime cause of overstocking among retailers.

AT Woodstock a busy establishment is that of the Patterson & Bro. Co., where 330 men are now employed. The day force, working from

BROKERS.



reasonable thing to expect the bank to recal

the blue issue altogether. THERE is nothing so embarrassing to a buyer as to be met at the door with "Well, what  $d^o$ you want?" People rarely if ever go to a store unless to look or to buy, and they generally know what they want before going. Some of our successful retail merchants won't permit any of their salesmen, says the Dry Goods Chronicle, to ask a customer what he or she wants. "The good salesman who understands human nature can tell how to handle a customer. He is never a loud talker and boisterous, but always gentle, painstaking, kind, and attentive, having a pleasant word and a smile for the poorest and humblest."

