

OUELLETTE & BOURGEOIS, two young men with a very superficial knowledge of business, started storekeeping at Napierville, Que., in the fall of '89, on limited capital. They have now assigned.

THE passengers are beginning to pass through to the North-West, says a Moncton paper. Five hundred went through three days ago on the I. C. R.; 859 are expected today, 150 boys on Sunday, and on the 10th April, 150 Salvation soldiers were to pass through.

JUSTIN YANDON, which surname is supposed to be a corruption of Riendeau, was doing a small general business at Canaan P. O., in the county of Russell. He has assigned to an Ottawa accountant. Liabilities are small. — Eric McConnell, keeping a lumberman's hotel at Mattawa, has also assigned.

ON Wednesday last there was a meeting in the Queen's Hotel, Toronto, of the western creditors in the insolvent dry-goods estate of John Birrell & Co., London, Ont. The statement of affairs officially presented showed total liabilities amounting to \$285,000. The banks claim \$153,000 of this amount, while \$65,000 is owing to British and \$64,000 to Canadian creditors. All the creditors, including the banks, agreed to accept a cash settlement of 42½ cents on the dollar.

THIS week's account of failures in Canada is rather severe on the "young men." The Glengarry Manufacturing Co., of Lancaster, Ont., a small local concern, doing just an ordinary baking and confectionery business, under the above pretentious title, has assigned. The business was only begun about a year ago, by two young men of little capital. — J. A. Meadows, a youth with trifling capital, started a small general business at South Lancaster in the fall of '89. Possessing but poor business qualifications, his success has been questioned from the start. He has now assigned. — A young man named G. E. Beauchemin, who has been in the grocery and liquor business at Nicolet, Que., only about a year, is reported hopelessly insolvent, and offering ten cents on the dollar.

CHAS. BUTLER has been long a grocer in Peterboro, but not always successful. In 1881 he compromised liabilities of \$6,000 at 50 per cent. He made another compromise with creditors in 1889. Now he assigns. — In the same town G. G. Pope sold out in 1886, then assisted his brothers in the dry goods trade. Some time after they failed he began selling groceries, but trying to do too much business he failed and assigned. — Another old shopkeeper is John Wall, Chatham. He has been

many years in the dry goods trade, but in consequence of the suspension of J. Birrell & Co., London, he was obliged to consult his creditors, and it appears that he now owes that firm about \$28,000. This is secured by real estate, etc. We have not learned what transpired at the meeting.

G. W. DIES, tinsmith, Toronto, owes \$2,400, and has nominal assets of \$1,600. His principal creditor lives in Kingston. An assignment has been made. — C. E. Verral, livery, Toronto, also assigns with liabilities of \$2,500. His nominal assets are the same. — C. Peters, shoe dealer, Walkerton, whose troubles we noted last week, assigns; so does David Jacobs, general storekeeper, Cartier. — W. S. Fletcher, machinist, St. Catharines, has been arrested for uttering forged paper. — In January last William Stevenson, boiler-maker at Petrolia, was reported missing. During his absence Messrs. Vaughan & Fairbanks gave some attention to his affairs. Since he returned no less than nine or ten judgments have been recorded against him for about \$9,000. He has assigned to the sheriff.

THE sale of horses at Grand's Repository in this city, this week, has shown that an ill-bred animal is of but little value, and very difficult to get rid of at almost any price, while the well-bred horse commands a ready sale with a good profit to the breeder. A very attractive lot of some two hundred animals had been collected from different parts of the Province. Many of them had received some training and were carefully fitted before being offered for sale. Not only were the horses select, but the buyers [were equally so]; New York, Baltimore, Philadelphia, Detroit, Buffalo, Chicago, etc., each contributed to the number, and at the first day's sale, which began at noon, the bidding was very spirited. Big prices were realized. A handsome large gelding which goes to Detroit, cost its owner here \$1,050. The next highest price paid was for a cross matched team of mares, grey and brown, which were knocked down to a Buffalo man at \$1,675. During the afternoon 44 animals were disposed of at an average price of \$377, making a total of \$16,595. The number sold the next day was much larger; but the prices realized were not so good. The Messrs. Grand are entitled to a good deal of credit for bringing Canadian horses into such prominence. And if our business readers would impress upon their farm customers the importance of raising only the best animals, they would do them and the country good service.

On the use of aluminum in iron foundries, Mr. David Spence, in *American Machinist*, says: During the past winter "I have used aluminum in foundry practice, and find that it is a splendid thing to make iron fluid and clean. It seems to take all the impurities out of the iron when it is charged in the cupola with the pig iron. Ten pounds of Cowles' ferro-aluminum to 2,000 pounds of pig iron will produce good, sound castings, free from blow holes. It is as good in the use of crucible steel as in iron (its effects). It produces a sharp and solid casting, makes a uniform grain. It takes away the tendency to chill in cast iron. In steel it reduces the shrinkage, and increases the welding properties in both wrought iron and steel. I recommend it to persons making tool castings, such as face plates, and in fact all kinds of work that has to be planed, milled, or turned." We learn from the *Chicago Journal of Commerce* that aluminum at \$1.25 per pound is in the market. A price list sent out to the trade by the Cowles Electric Smelting and Aluminum Co., of Lookport, N.Y., gives the following figures: In lots of more than 2,000 lb., \$1.25 per lb., less 20 per cent. discount, and in 1,500 lb., 1,000 lb., and 500 lb. lots, \$1.25 per lb., with 15, 10 and 5 per cent. discount. In 50 to 500 lb. the price is \$1.25 net; 10 to 50 lb., \$1.50; and less than 10 lb., \$1.75 per lb.

#### LESSON FOR BUSINESS MEN.

An advertising solicitor, one of the brightest members of the hustling fraternity to which he belongs, was met on Chestnut street yesterday afternoon, wearing a smile of great breadth and evidently in excellent humor with himself. "I have just left the head of a big Front street firm," said he, "and I have a fair-sized contract bearing the firm's signature tucked in my inside pocket. How do you suppose I got it? The old gentleman undertook to spike my guns before I had my batteries fairly on him by agreeing to everything I said in favor of advertising, and enthusiastically attributing to it much more than I would dare to claim for it. He then went on to inform me that his firm had no occasion whatever for advertising, as it was well-known from having advertised extensively in its earlier days.

"So," said I, "you think that the advertising which you did in the early days of your business is sufficient to carry you through now?" "Undoubtedly I do," he replied.

"Well," said I, "will you kindly tell me the name of the candidate for vice-president on the Republican ticket, election before last?"

"He was stuck. He hesitated, stammered a little and finally replied: 'Well, no, I can't.'"

"Now," said I, "do you know of any man who was better advertised at that time?"

"It fetched him." — *Philadelphia Enquirer*.

Leading Wholesale Trade of Toronto.

**J. W. LANG & CO.,**  
WHOLESALE  
**GROCERS,**  
—TORONTO—

British America,  
Edwardsburg,  
Oswego,  
St. Lawrence LAUNDRY AND  
CULINARY

**STARCHES**

Season now on for these goods. Place orders early as indications point to an advance.

33 FRONT ST. EAST.

Leading Wholesale Trade of Toronto.

**CHARLES COCKSHUTT & CO.,**

IMPORTERS OF

**WOOLLENS**

—AND—

**Clothiers' Trimmings.**

57 FRONT ST. WEST,

TORONTO.

Leading Wholesale Trade of Toronto.

Hardware and Paint and Oil Trade.

SPRING SEASON 1891.

Now is the time to lay in your Spring Stock of

**BOECKH'S  
STANDARD BRUSHES**

FOR Painters, Varnishers, Artists,  
Household, Toilet, and Stable Use.

For Price Lists, Discounts and Terms, etc., apply to

**CHAS. BOECKH & SON,**  
Manufacturers, Toronto.