

GOSSIP.

SOJA BEANS IN SOUTH MANCHURIA
The principal port of South Manchuria is Newchwang, and the total trade of this port for 1909 was almost \$50,000,000 gold. The principal products of South Manchuria are soja beans, bean oil for cattle feed, bean oil and millet. In 1909, South Manchuria produced 1,000,000 tons of soja beans, and exported 1,400,000 tons of this in beans, bean cake, or bean oil. Latest reports state that the new crop of beans will be ready in early November. This year, it is estimated that the area planted is from 20 to 30 per cent. more than last year. The weather so far has also been favorable, and if continuously so, this year's crop will be unprecedented. The prices at present, net, f. o. b., Newchwang, for soja beans per ton (2,240) in gunnies, are \$33 gold, and for bean cake, \$23.70 per ton (2,240). There will be large shipments to Germany, as has recently exemplified soja beans from the customs tariff.

ADVERTISING IN CHINA.

No better illustration of the effectiveness in China of modern advertising methods and of close attention to the retail business and tastes of the native consumers can be found than the success of the foreign company which has by these means almost acquired the monopoly of the cigarette trade in the Far East. Judicious expenditure on picture boardings, illuminated almanacs, presentation samples, and all kinds of advertisement likely to bring goods before the individual notice of the people, are as telling in attracting the custom of the Chinese coolie as they have proved invaluable at home. The company has a large foreign staff, with a working knowledge of Chinese, who are constantly travelling in the interior, introducing their wares to new markets, and keeping in personal touch with their Chinese agents. That such methods produce a golden harvest for the company which has made the experiment is certain, and their example could, with advantage, be followed by other firms dealing in the minor articles of the import trade.—Board of Trade Journal.

THE GRAINGERS' SHORTHORN SALE.

The dispersion sale of the dairy Shorthorn herd of Wm. Grainger & Son, of Londesboro, Ont., to take place at their farm, on Thursday, Sept. 15th, as advertised in this paper, will afford an unusual opportunity for securing selections from a herd that has gained a worthy reputation for deep-milking qualities. Most of the cows are dry, or nearly so, at the present time, as they are bred to calve in the fall, and their condition on grass alone will show that they are not only milkers, but that when dry they feed up fast, are large, have broad backs, well covered with natural flesh, and are of a very desirable type. They have been bred for this combination of qualities by the judicious selection of sires whose dams were deep milkers, and, as most breeders know, the best-milking cows are generally the best breeders. The young bulls in this sale are a desirable sort, on account of being sons of cows of this class, and should find ready buyers. The date of the sale may not be the most convenient for buyers, but the circumstances of the sellers, and the fact of many of the cows being due to calve in the next month or two, have led to the decision that an early sale may, on the whole, be the wisest conclusion, and as no fancy prices are expected, those who attend the sale will stand a chance of securing good bargains. The herd is being reluctantly dispersed, but the loss of all stabling and feed is a serious setback, and will require time to recover. The sale comes in the week of the Western Fair, at London, which is an event well worth attending. Persons desiring to attend, may secure single-fare railway rates to London, and the fare from London to Londesboro, and return is only about \$2.75. The train from London to Londesboro will be met, and parties coming by that train to Blyth will be looked after by the seller's livery. The cattle will be at the seller's risk when sold, but will be insured by the sellers if desired.

They Pass the British Government's Acid Test for Galvanizing

THE ACID TEST

The galvanizing must be able to stand the test of dipping the sheet into a solution of sulphate of copper at a temperature of 60 degrees Fahrenheit, allowing it to remain in the solution for the space of one minute, and then withdrawing it and wiping it clean. The galvanizing must allow of this being done four times without

Do you know that PRESTON Safe-Lock Shingles are the ONLY kind you can buy that are made according to British Government Specifications for Galvanized Sheet Metal?

The British Government is the most particular buyer in the world. The sheet metal it buys for public works must be made and galvanized far better than ordinary sheet metal.

Each sheet must be carefully sheared to exact dimensions, thoroughly cleaned, and afterwards galvanized with best Virgin Spelter, which must consist of not less than 98 per cent. pure zinc—Extract from British Government Specifications.

Each steel sheet is cut to the exact size of a PRESTON Shingle before it is galvanized with 98 per cent. pure zinc. In this way even the edges are thoroughly galvanized.

The sheets must be heavily and uniformly coated with zinc.—Ex. from B. G. S.

Ordinary galvanized sheets are not nearly so heavily coated with zinc as those galvanized according to British Government Specifications. To secure a thin coating the spelter is heated to a very high temperature. When the steel sheets are dipped into it only a small portion adheres to the surface.

Your eye cannot tell a thinly coated sheet from one heavily coated. That is why there are such a lot of cheap steel sheets on the market. They are considered good enough for ordinary shingles. But they couldn't pass the rigid specifications required of the steel sheets we use for PRESTON Shingles.

The steel sheets for PRESTON Safe-Lock Shingles are dipped into spelter kept at a lower and correct temperature. The sheets thus become very heavily coated. And, the coating is made perfectly smooth and even.

The sheets must stand bending without cracking the galvanizing.—Ex. from B. G. S.

Unless the steel sheets for PRESTON Shingles were of perfect quality and galvanized according to British Government Specifications not only would the galvanizing crack, but the metal also, where our top lock is folded to produce three thicknesses of metal. Look at a PRESTON Safe-Lock Shingle and you'll find the steel and the galvanizing perfect at our top lock as well as everywhere else on the shingle.



showing signs of a reddish deposit of Copper.—Ex. from B. G. S.

The reddish deposit shows up the thinly galvanized spots. Ordinary galvanized sheets, treated to this test, would be thickly spotted with reddish deposits. Yet you are asked to pay the same prices for shingles that cannot pass this test as you are for PRESTON shingles, which will easily do so.

This Acid Test is more severe on the galvanizing than twenty years of Canadian weather. You see, sheet steel galvanized according to British Government Specifications is galvanized to last. PRESTON Shingles are good for twice the service of ordinary galvanized shingles.

The construction of PRESTON Safe-Lock Shingles is far ahead of all others.

Other shingles merely slip or slide together at the sides and are easily pulled apart. PRESTON Shingles are securely locked together at the sides on the principle of the "sailor's grip." The heavier the strain, the firmer the grip. You cannot pull them apart.

The top lock of PRESTON Shingles is TWICE as strong as our wonderfully secure side lock.

The top of the shingle is where the greatest strain falls. PRESTON Safe-Lock Shingles have a top lock consisting of three thicknesses of sheet steel, so that they can easily withstand the strain due to shrinking of sheeting or settling of building.

No other shingles can have such a top lock, because this feature is patented by us. The top lock of most shingles isn't as strong as the side lock of ours.

Lightning causes the loss of thousands of dollars each year to Canadian farmers. With every PRESTON roof you get a FREE Lightning Guarantee which secures you against this terrible destroyer.

You do not get a Free Lightning Guarantee with other shingles. Neither do you get shingles safe-locked on all four sides. Nor shingles with the nailing fully protected against the weather. Nor shingles made according to British Government Specifications. Nor shingles so easy to lay.

We have just issued a new booklet "Truth About Roofing." We should charge something for this, as it contains information of real value to anyone who has a building to roof. But we will send it FREE as a reward to all who cut out, fill in and mail the coupon to us. Just you send it to-day.

METAL SHINGLE AND SIDING CO., LIMITED

Head Office, Queen Street Factory, PRESTON, ONT.
Branch Office and Factory, Montreal, Que.

PRESTON

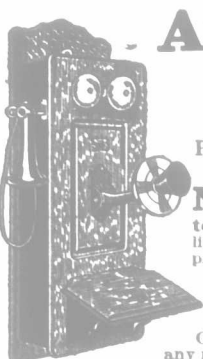
SAFE-LOCK SHINGLES

Please send me your new booklet, "Truth About Roofing." I am interested in roofing and would like complete information about PRESTON Shingles.

Name _____

P.O. Address _____

County _____ Prov. _____



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