entirely do away with the smell. Three big tanks—the largest of them 14x8x6½ feet—and a lot of pipes, etc., will be got into the mill as soon as possible, but the new process will not be in operation much before the end of the year.

The print cloth production of Fall River, Mass., was curtailed 90,000 pieces during the shut down in October. In other words, two-thirds of the entire print cloth output for six days was taken from the market. The mills which have been idle so far as the machinery engaged on regular goods was concerned, were the Barnard, Cornell, Fall River Manufactory, Granite, Mechanics, Metacomet, Osborn Pocasset, Seaconnet, Slade, Stafford, Troy, Wampanoag and Weetamoe. Consequently, the majority of the manufacturers have already carried out their short time agreement for October, and all the factories were expected soon to be running at their full capacity.

The Farnham beet root sugar factory, which was recently resuscitated by a French syndicate, and is now operated under the management of a Mr. Musy, is turning out about one carload of sugar (of all grades) per day. Better beets for the purpose are now grown, the percentage of saccharine having risen, since the start, from 6 to 11 per cent. Thus far the sugar has not been refined in the factory, but has been sold to the St. Lawrence Sugar Refining Company. The Farnham company raised a large quantity of beets on a farm in the neighborhood of St. Johns, which cost them, delivered at their works, only $4 per ton. But as much as $5 per ton has been paid other farmers for them. It is fair to conclude therefore that raising the sugar beet will pay both farmer and manufacturer.

Nickel, since the visit of the Iron Kings of Europe tô Sudbury, and the discovery of its uses as an alloy with steel for cannon, &c., is an article of great interest to metal men and scientists. S. J. Ritchie, T. W. Cornell, Geo. G. Allen, of Akron, Ohio, and Judge Burke, of Cleveland, went to Sudbury, Ont., to meet the English iron and steel men, and the nickel deposits were looked over. Garnier, French expert, who came over to test the Sudbury syndicate's nickel, has gone back to France, says the Akron *Beacon*, under contract to return early next year and superintend erection of big works in Cuyahoga valley, near Cleveland, for reduction of the ore and extraction of nickel. He has a process for elimination of sulphur.

A number of gentlemen from Montreal and St. Johns, Quebec., have sailed for Great Britain, we understand, in connection with the proposed transfer to an English syndicate the works of the St. Johns Stone Chinaware company, of the Standard Drain Pipe company, and of the Dakin-Earle pottery of St. Johns, and also the glass factory of Messrs. J. & W. Yuille, of Montreal. The *Gazette* says, further, that Messrs. J. L. Cassidy & Co., and Messrs. Douglass & McNeice, of Montreal, are also interested in the project. It is understood that one company is to be formed with a capital of $2,000,000; that the profits of the various concerns will be pooled; that the present owners will take a fair percentage of the stock and perhaps continue for a time to direct their respective concerns.

Singular industries are ever coming to the surface of public attention. The latest is given to the world through the medium of a foreign exchange, as follows: "A curious sort of industrial enterprise gives employment to a large number of hands in a manufactory at Colchester. It consists in what has been called 'the resurrection of soldiers cast-off shoe leather.' Mr. Kavagh, the proprietor, makes it his business to purchase by contract all the shoes and boots of our home regiments which are deemed to have passed beyond the skill of the ordinary cobbler, and such is the scientific perfection in which the art of boot repairing is brought that these apparently hopeless cases, we are assured, very soon leave the works again as strong, serviceable, and good-looking specimens of their kind."

A representative of a new concern called the Kidderminster Manufacturing Company, said to have been formed the other day in England by an amalgamation of English carpet manufacturers, has been visiting Ottawa. The company, which he says has, a capital of $1,750,000, and employing 1,500 hands, propose to start a branch factory in Canada which will employ 400 hands, and, for the present, make Brussels carpets. He interviewed the Minister of Finance regarding the establishment of the business in Canada. Mr. Foster asked him to submit his views in writing.

The relative value of various kinds of coal, says the *Coal Trade Jourual*, is not sufficiently appreciated by consumers, but it has never been shown to a greater degree than by the result of the race between the steamers "Teutonic" and "City of New York," in which the former, by the use of Pocahontas coal, won by one hour and thirty-five minutes. As this is the only occasion on which the steamer "Teutonic" has won on an eastern passage, the result must be attributed to the coal used, it being burned on this steamer for the first time on the trip just completed. It will be remembered in this connection that the steamer "Majestic" broke her previous record nearly seven hours when using Pocahontas coal.

The Barnum Wire and Iron Works, of Walkerville, has completed arrangements for a branch factory of its works to be located in Toronto. The buildings will contain 30,000 superficial feet of floor surface.

An American manufacturer, Mr. Kelly, of Louisville, Kentucky, wanted to get some steel forgings into Canada without paying regular duty. A deputation of axe-makers, Messrs. Hourigan of Dundas, and Chaplain of St. Catharines, called on the Minister of Customs armed with samples of axes in different stages of manufacture, and convinced the Minister that Mr. Kelly's importations are more like finished axes than forgings.

For paper-making purposes, large areas of timber land have just been bought somewhere back of Three Rivers, by American parties. The Montreal *Witness* says: Mr. Thos. Boyes, of Barringtou, N. Y., has bought on the Mekinak River, a tributary of the St. Maurice, timber limits for the managers of the Morgan Lumber Co., and Glen Falls Pulp and Paper Co. of Glen Falls, N.Y.; the Ticonderoga Pulp and Paper Co. of Ticonderoga, N.Y., and himself, the total area being 536 miles. Mr. Reed, an American lumber surveyor, who explored the limits, reports that they are well timbered with pine and spruce. The purchasers intend to make pine lumber for the American market and supply spruce wood to the companies named for pulp manufacturing purposes.

Mr. A. F. Gault, of Montreal, who ought to know, says he looks for a healthy trade in manufacturing cotton in Canada for the foreign market, and this trade is not affected by the McKinley tariff. He means China, Japan, Australia and the West Indies. With reference to a proposed amalgamation of smaller Canadian cotton mills, he says the Hochelaga mill, being a large one, can run and prosper alone. The mills he refers to are small ones. "Why," he says, "the Hochelaga St. Anne's and Magog mills, which are under one management, run 2,600 looms, and again the Hochelaga and St. Anne's mills are making bleached goods and the Magog mills print goods. This latter mill is a striking instance of the difference between management and no management. The thing was a failure when badly managed, and now it is filled with orders sufficient to keep it going for five or six months."

STOP DATING AHEAD.

The present age is beyond question the most aggressive one in the annals of trade, and every branch of business is constantly on the alert to make some new point or offer some new scheme whereby sales may be increased.

This tendency to force business, in whatever line it may be, is the direct result of sharp competition, and the praiseworthy desire and ambition of each individual house to excel in every respect.

The traveling salesman is the direct result of this forcing of business. It is only within the past twenty years that he has come to be so valuable a factor in selling goods, and yet many of our jobbing dry goods houses to-day could not exist without the traveling salesman. The additional expense of keeping salesmen on the road has to be added to the expenses of conducting the business, entailing smaller profits, as the sharp competition generated through these travelers will not admit of anything better than old prices and often results in considerable reductions. Another, and a rapidly growing evil of the system of forced trade, is that of "dating ahead"—so-called.

It was commenced by the commission trade some seasons or years back, who, as an inducement to jobbers to place advance orders for certain specialties, offered to date bills thirty or sixty days ahead in connection with the customary terms of sale. Finding that the scheme worked satisfactorily, other houses or other lines took it up, or were forced through competition to make the same offers, until it spread through the entire trade. Then a few leading jobbing houses began the same tactics with some of their largest customers, and gradually the custom has spread until to-day the first question the smallest cross-road retail merchant asks his salesman friend is, "how much dating do you give?"

A prominent jobber with whom we were discussing the evils of the present system, produced a letter which he had just opened with his morning mail, from a small retail dry goods merchant in this State, ordering six dollars' worth of goods.

The merchant sent the order with the understanding that he was to have *thirty days' dating* or else he did not want the goods.

Think of it! Demanding thirty days' dating for six dollars' worth of merchandise. This only goes to show to what a ridiculous pass this evil of anticipating trade wants has been carried. Now, buyers demand it, whether before their season opens or right in the height of it, when it is natural to expect that goods will be turned into cash almost at once. The system of "dating ahead" is an excellent thing for the buyers possessed of large capital, who not only deduct the usual cash discounts in remitting, but also at the rate of six per cent. per annum for the unexpired time, making a very handsome *bonus* for themselves in this way.—*Dry Goods Chronicle, N.Y.*