

sr., L. W. Telmosse, J. C. Marchand, and J. B. Martin.

Committee on chemicals:—S. Barsolou, J. Contant, S. Lachance, C. D. Morin and A. Robert.

Committee on leather and hides:—S. O. Delorme, G. Boivin, E. Lavigne, J. L. Pelletier, L. Chevallier and J. Z. Desormeau.

In returning thanks for his re-election, the president pledged himself to promote the interests of the Chambre and of the trade generally. Notice was given of a motion to amend the by-laws so as to render ineligible any member who, during the year, did not attend at least one-fourth of the meetings. A resolution was passed making the meetings of the Chambre every three months instead of monthly.

A BOARD OF TRADE FOR MONCTON.

It has been felt for some time by the business men of Moncton that the commercial interests of that busy town and of that part of New Brunswick might be advanced by the formation of a board of trade. A meeting was therefore called last week of those interested, and a large number attended. A list was made of those willing to join such an organization, and between thirty and forty signed it. The following are among the signers: J. & C. Harris, importers; Sumner & Co., shippers and merchants; H. H. Ayer & Co.; Wm. Cowling & Co.; A. E. Holstead; Robertson & Givan; J. E. Masters; Joshua Peters, manager R. F. & M. Co.; J. McC. Snow; C. O. Rowe; W. McK. Weldon; A. E. Peters, Rf. & M. Co.; H. Gwadman; H. E. Gross & Co.; J. A. Humphrey & Son; H. T. Stevens & Co.; J. V. Skillen; Benj. Crue; S. A. Watson; Geo. T. Fair & Co.; O'Neil & Crue; Wm. Ross; H. F. Sheard & Sons; Jonathan Weir; E. C. Cole; J. & S. Winter; J. S. Marnie & Co.; T. C. Connor; Dr. C. W. Bradley, secretary P. S. N. Co.; Alfred Clarke; W. H. Faulkner; Bustin & Johnson; E. D. Ayer & Co.; Jno. B. Sangster; Edgar L. Stevens. The meeting organized by the appointment of Mr. C. P. Harris, provisional chairman, and Alderman H. H. Ayer, secretary. A committee was appointed to take the needful steps for the organization of a board of trade and to communicate with Ottawa. We trust to see an active and influential body result from this preliminary meeting.

NOTES FOR MANUFACTURERS.

A German statistician says that there are 3,985 paper mills in the world, and that of the 1,904 million pounds of paper turned out annually, half is used for printing, 600 million pounds being required for newspapers alone, the consumption of which has risen by 200 million pounds in the last decade. He alleges that, on an average, an Englishman uses annually 11½ pounds of paper, an American 10½, a German 8, a Frenchman 7½, an Italian or an Austrian 3½, a Spaniard 1½, a Russian 1½, and a Mexican 2.

The Empire understands that one of the American sewing machine companies, the Singer, finds the necessities of its trade demand the manufacture of the cabinet work in their wares in Canada. It has therefore awarded a five years' contract for the work to Messrs. Hay & Co., of Woodstock. This means the expenditure of \$20,000 yearly in Canada for woods, varnish, glue, labor, etc. Mr. Hay has been in conference with the manager of the Upper Canada Furniture Company,

of Bowmanville, regarding the carrying out of the contract.

Head of Firm—Mr. Perambulator, what is the meaning of this item, "Funeral expenses, \$24," in your expense account? Travelling Man—That was the cost of burying my sorrow when I learned that Thin, Skin & Co. had the day before given a heavy order to one of our competitors.—*N. Y. Weekly.*

Mr. Charles B. Snow, for the past ten years manager of the Ontario Cotton Mills at Hamilton, died rather suddenly last Sunday morning. He had been suffering from grippe and pneumonia, but was supposed to be recovering, when a sudden relapse carried him off.

To make an impermeable glue, a method is given by a French journal. Soak ordinary glue in water until it softens, and remove it before it has lost its primitive form. After this, dissolve it in linseed oil over a slow fire until it is brought to the consistence of a jelly. This glue may be used for joining any kinds of material. In addition to strength and hardness, it has the advantage of resisting the action of water.

Young business men will find it to their advantage to select a good location and then stick to it. People will become accustomed to the place, the sign will be familiar, and business will grow. The young merchant should select a good site, and then stay there until people know it and become accustomed to it. It takes time to build up a business in any location, whether store or factory.

The fine shoe laces used in New England shoe factories have been very largely made in Scotland. The addition of 20 per cent. by the McKinley Tariff was too much for the shoe manufacturers, and we learn that Messrs. Paton Bros., of Johnstone, Scotland, in order to supply their trade, have established a shoe factory at Grafton, Mass. The firm are paying their operatives exactly double what they got in Scotland. They have begun on a small scale, but with sufficient educated help the mills will be increased, for which they have made provision by the leasing of property, with the option of purchases.

Although more than two hundred years ago it was proved that perpetual motion was an impossibility in ordinary mechanics, the Walkerton Herald declares that Mr. W. Q. Messner, of Formosa, Ont., has been puzzling his brains with perpetual motion, and has at last been successful in solving the mystery. His machine is an ingenious one, and can be seen at his place in Formosa. People from all parts of the Province are visiting him daily. Has not Mr. Messner pride enough in his supposed discovery to give a written description of it?

The proposal of Mr. Parks that \$150,000 shall be raised to pay off liabilities of the St. John Cotton Mills, as we mentioned the other day, has not met with much favor. But Mr. Parks shows his indomitable spirit, and his resolve that no syndicate shall get hold of his mills if he can help it. He says there is now a good surplus in the hands of receiver, and that there is a fair prospect of being able to pay off the claims of the bank, without calling upon the stockholders, in which case the other creditors are quite willing to give reasonable time. He asks the shareholders to give all the assistance in their power to enable the directors to arrange for the continued working of the mills, and to use their influence to have their sale postponed for a reasonable time.

A core saw, intended for boring out barrels from solid logs, was recently completed at Taunton, Mass., for a company in Lacrosse,

La. The saw is made of wrought-iron, cylindrical in shape, and steel cutter teeth are distributed about its edge. It was expected that the saw would cut a barrel per minute, and during a trial of the first machine a core 10½ inches in diameter and 21½ inches long was bored out in thirty seconds. A mill for the manufacture of barrels by these machines is to be built in Louisiana. This appears to be reversing the operation for some years practiced by the Anchor Manufacturing Company of Detroit, which was to put sections of elm logs into large steam vats, and after they became soft put them into a machine resembling a turning-lathe, which cut a veneer three-eighths of an inch thick off them. This veneer was afterwards gored by a number of wabbling circular saws for the purpose of giving the barrels bilge shape. These cylinders were then fitted with heads, hooped with wooden hoops strengthened by copper wire, and made a neat and perfect package suitable for flour and other barrels.

PARAGRAPHS FOR GROCERS.

Mr. Claus Spreckels has incorporated his Philadelphia sugar refinery. Capital \$2,500,000 in 6 per cent. bonds and \$5,000,000 stock. Mr. Spreckels has sold the bonds to a syndicate, retaining the stock himself. He is going abroad, and the company for the present will be managed by his sons.

We never knew of but one case where advertising did not pay. It occurred in Chicago. A burglar overlooked eighty dollars in a bureau drawer, and the papers so announced. He returned the next night and not only secured it, but a suit of clothes besides. The man who doesn't hang out his shingle and advertise, dies and leaves no sign.—*Texas Siftings.*

"Yes," said the drummer, "I guarantee the quality of that cayenne. That's not a pepper to be sneezed at." "I thought not," smiled the customer, "and therefore it isn't just the sort of pepper I want."

An English trade journal is authority for the following: "A Belgian has recently invented, and had patented in this country, a curious idea in lucifer matches. The invention consists in placing on different parts of the same match the two compositions which, used in ordinary safety matches, are commonly placed the one on the box and the other on one end of the match. When you want to 'strike a light' with this new match you break it across the middle, and then rub the two ends together."

No salesman can achieve success through misrepresentation.

Grocers' profits are thus referred to by "Rock Salt," in *Northwest Trade*:—

I. The main reason why grocers have sharper competition than other dealers is that hundreds of inexperienced men take to the business on account of their imaginary familiarity with all goods handled in that line, and think it an easy method of making a living. Though hundreds have failed in cities like Minneapolis and St. Paul, there are thousands of others ready to take their places in the struggle for success and wealth.

II. The tendency with most grocers to sell goods at such prices as competition dictates is so strong that cost of doing business hardly ever comes into consideration when the possible percentage of profit is figured on. Or, as an old grocer put it when asked what per cent. of profit he figured out: "Buy your goods as cheaply as possible; run your busi-