

A HAPPY EVENT—Continued.

difficult time, and all the other heads of departments planned the work accurately and well; the result proves that. But everyone will perceive in a moment that without the energy and esprit de corps that existed among the general staff all this forethought would have been worth nothing. A large contractor, who visited me last Monday morning and walked through the factory, expressed himself as being greatly surprised to see the machinery running again complete within a week. He told me he had seen a good many firms move their machinery, and had assisted himself in the moving of some, but he had never seen a large plant moved as this one had been, so quickly and without any subsequent alterations necessary, for, as you know, in our case the original plan was adhered to in respect to even the smallest and most unimportant machines."

"Mr. Radford, who proposed the toast to which I have now the pleasure and honor of replying, says that he finds others here to-night, some who have been longer in the employ of the firm than he has. Well, that is true, but I do not feel towards Mr. Radford as though he were not one of the old staff. When his duties in life were apart from ours, and when his path lay elsewhere, it was my pleasure and privilege to know him personally for very many years, I don't exactly remember how long, but I do know it is over 20 years. During all that long period he has been a good business man, of sound judgment, always willing to help a friend where he could, and his reputation in this city singles him out as a man of high integrity. As a traveler, he has carried our flag to victory in the Atlantic Provinces, and the future seems to point to a plentiful success awaiting him there.

"This firm owes a great deal to its travelers. They are the men who meet our customers face to face in daily conversation, and as the traveler represents the firm, so the firm must appear to the customers. I believe the factory operators will find that our travelers, who are men of sterling worth as well as of sound business judgment, will continue to provide orders that will keep the machines busily running during the full 12 months of the year. I can only tell the travelers that, with the increased power of our plant, and that with the new machines we have added, they are going to find it a difficult task to sell more stuff than we will be able to manufacture. In the old factory, it is true, they did get a little ahead of us at times, but I think a cure has been found for that. We have in our factory, in the warehouse, and other departments of the business, people who have been working for the firm well-nigh since its inception. There are not only one or two isolated instances of this, but I have in mind quite a number of old employes who understand this business. Any skill or knowledge that is known to the trade they know, and they make it their business to find out everything new as quickly as it transpires. Now, if the travelers think they can keep ahead of this plant and this staff of hands, they can go out and have a try at it. One thing they will assuredly find, that the amount of our output will be amazingly increased from what we have been doing, the plant having been, as you know, very much added to in all departments. I might mention casually that if the steam pipes, which have been put into the building during the past 10 days, to say nothing of what was put in during construction, were strung together in a straight line, they would reach from where we sit to the top of the mountain and back again.

"I would like to say one word of encouragement to the juniors in this business before I sit down. It is necessary that new life should be constantly infused into the business. These young people are working well for the business and I hope the

growth and increase of the business will continue in the same proportion as during the past few years. If it does there will be new departments that will require managers. There will be new branches added to the industry which will require men and women to direct them, and naturally we must look to the younger people around the business to fill these posts. Let me say to them all that it is by careful attention to what may seem comparatively small things that they will best fit themselves for their future work. Large and important matters are recognized as such by everybody and rarely neglected, but it is by the little things of daily life our characters are most trained. I am glad to know that amongst our staff it is clearly recognized by, I think, everybody that the large and important matters almost take care of themselves. They cannot be missed. But it is in smaller affairs in which the skill to direct and the power to manage can be best acquired."

Mr. Lanskill proposed "The Travelers," which was very ably responded to by Mr. C. Harold Skelton, the youngest traveler of the firm. The toast of "The Office" was proposed by Mr. Brown and replied to by Mr. Lanskill.

Mr. F. H. O'Brien, the popular city traveler of the firm, in a very happy speech proposed "The Warehouse and Factory," to which Mr. Brown responded.

Mr. J. E. Fradd proposed the ever-popular toast of "The Ladies," closing a very neat speech with the unanswerable question—what could we do without them? Mr. Arthur Elton replied most acceptably on behalf of the ladies.

During the evening Miss Wheeler recited "Our Royal Canadians"; Mr. Fred Richan sang "Sweetheart Sue" and "Bid me Love"; Mr. J. J. Masterson, "There'll be a hot time in the Transvaal to-night"; Mr. Ranshansar, "Friends."

"God Save the Queen" and "Auld Lang Syne" brought a very happy evening to a close and it was long after midnight when the jolly party broke up.

WOOL FROM MANY SHEEP.

A wool sorter is a factory hand who stands all day at a table on which great, soft masses of wool are piled, sifting out the dirt and waste from this, and sorting the good wool that remains. In a single fleece (or shearing from one sheep) there are 32 grades of wool. These fleeces do not come to the sorter whole, but piecemeal, jumbled together in great bags. He recognizes their several grades as a pianist recognizes the keys of his instrument. A good sorter can also tell at a glance the nationality of his wool, whether it be Chinese, Egyptian, Persian, Alaskan, etc., while in the case of Western, American, or Territory wool he can even hit on the Territory it came from, being guided by the texture of the staple and by its color, which corresponds with the color of the soil on which the sheep has grazed.

A few statistics in regard to the new building to be erected by John Wanamaker, in Philadelphia, may give some idea of the massive proportions contemplated for the structure. It is decided that the building shall be 10 storeys in height and cover the space now occupied by the old store. As first proposed it will be erected in quarterly sections, six months being required for the furnishing of the iron and beams of one section, or two years for the entire framework alone. The new store will eclipse all the other lofty structures that have so far clustered around the new city hall, in Philadelphia, and leave nothing but the tower of that building visible to those viewing it from a distance.