

time to time making. Our machinery is scattered all over Canada, from British Columbia to Newfoundland, and from Hudson's Bay to Southern Ontario, and in many foreign countries as well. It all speaks for us. Mills we built 30 or 35 years ago are running to-day cutting their five hundred thousand feet of lumber per year; and we are really proud to say that in every section where our machinery is once introduced more is sure to follow.

*Our maxims have been that "Nothing can be too well made," "Make the machinery as it should be in every part and then set the price at a fair profit considering the cost." "Never cut the price and then cheapen the production to suit the price." "That mill men and people generally can and do appreciate a good article and will generally buy it, even if first taken in with some cheap machine said to answer as well." After over forty years of successful business life*

on the same premises, conducted on these lines, our President has no reason to regret having started out with this standard before him. It has given us a reputation we are proud of, one that we cannot afford to injure; and one that has kept us in full operation during the last two years, while many shops have been closed and others run short handed or on short time. During this period our output has been 30 per cent. more than the best of former years, and our men have been steadily employed on full time.

This stimulates us to fresh endeavors to merit the approval of our customers, who can therefore rely on our utmost exertions in this direction.

OUR EXPORT TRADE which has been growing steadily for the last ten years, has assumed proportions that warrant our giving it the closest attentions, and our many foreign customers can rely on having their machinery properly made, properly packed and boxed, suitable extras provided free and machinery properly shipped to prevent delays in transit.

We must confess it has not always been so. That it has required much experience to suggest proper methods, etc., to overcome the many obstacles incident to a foreign trade; but we have crossed the Rubicon; we feel ourselves veterans now in this branch and can with confidence ask your patronage.