

ing Co., of Cleveland, Ohio. Their No. 1 foundry, for fancy castings, is 300 feet long by 118 feet wide, built in three bays, the centre one being 57 feet wide and 41 feet under the tie beams, and 62 feet to the highest point of the roof. This bay is provided with two traveling cranes of 30 tons capacity each, and which are able to lift a 24-foot casting vertically out of a pit. One of the cupolas is 72 inches diameter outside and 60 inches inside, with an eight-ounce blast. The average quantity of iron melted per hour in this cupola during sixteen days of August last was 19,784 pounds. There are five permanent casting pits, 12, 16, 20 and 24 feet diameter; the crane ladles range in capacity from 3 tons to 25 each; the shop is heated with hot air; there is a 4-inch service water pipe and a 4-inch fire line pipe, each running the length of the works.

The light-work foundry is 200 feet long by 58 feet wide, and is said to have the most complete set of pulley moulding machines and appurtenances for the same that was ever designed. The floor system of pulleys and the gear moulding machinery is invented by John Walker. The shops are all lighted by electricity. The machine shop, pattern-shop, erecting-shop, are all separate and all on a grand scale. Everywhere there is good light, and ventilation has been looked after. The hands are supplied with hot and cold water in their wash room, and the foreman has an office both neat and convenient. The elevation of the works is imposing and their structure strong.

STATIONERS' BOARD OF TRADE.

The newly-elected trustees of the Stationers' Board of Trade organized in New York recently by electing the following named officers: President, George L. Pease; vice-president, Charles T. Dillingham; second vice-president, Frank Squier; treasurer, Alexander Agar; secretary, W. W. Davis; counsel, J. L. Bishop; arbitration committee, Frank Squier, chairman, J. Val. Koch, A. M. Lyon, John McLoughlin, Iwan Von Auw and D. S. Walton; executive committee, C. T. Dillingham, chairman, H. C. Bainbridge, A. J. C. Foye, E. G. Williams and Edwin Young. Henry K. Dyer, who was elected a trustee, declined the election, and C. T. Dillingham was chosen to fill the vacancy.

GIFT STORES AND TEA.

In some of the Eastern States the fact is noted that by increased attention to their tea department retail merchants have been able to successfully overcome the competition of the gift tea stores, where the unwary customer is tempted by presents of showy crockery to pay a high price for an inferior article of tea. The handling of tea, perhaps more than that of any other staple in the retail grocers' stock, demands close attention and thorough knowledge if a good profit is to be secured. When the dealer has this, if he possesses good business abilities he can secure and hold trade, at least that of the most desirable class, despite all the metricious attractions of the gift store. A good plan to adopt is to show customers that in buying tea of you, as regards actual value, they can save money and at the same time secure a better article. This should be an easy matter, as it is evident that where other articles are distributed with tea, their value is

computed in the price at which it is sold. It is obvious that in no other way can a profit be secured in the business. That those who patronize these establishments do not realize this fact most forcibly indicates the gullibility of human nature.—*Ex.*

THE COUNTRY STOREKEEPER.

The country storekeeper carries the interests of many people in his hands constantly. He can, and often does, prove himself a benefactor. He can show a kindly interest in all who deal with him, old and young, but he cannot show a feeling he does not possess. Stick a pin here, for much depends upon the honest purpose of a man, and the cross, selfish, grasping dealer soon becomes read and known of all men. It pays to be accommodating and painstaking for others. The return is not only in money, but in self respect and even real happiness. The right man, therefore, finds that by virtue of his position as constant caterer to the public needs, he becomes a personal friend to all, and the acknowledged centre of a little world by itself.—*Minneapolis Commercial Journal.*

My tailor sent his bill to-day
Requesting "Please remit."
And as I had no cash to pay,
I answered "Nihil fit."

—*Brown University.*

—*Irate Customer.*—I've a notion to mop up the floor with you.

Merchant.—Do it. I'll dare you to do it. It will get into the paper and I'll get lots of free advertising and have a rush of business. Hit me, you coward, hit me!

—The proprietor of a fruit and confectionery store recently took for a text the customer who while buying 25 cents' worth of candy eats 5 cents' worth from the sample boxes; and the point of his discourse was that it does not take many such callers to make the day's profits "look sick," for the aggregate amounts to hundreds of dollars in a year.—*Helper.*

—There is noted in a January issue of the *Manitoba Free Press* the pending arrival at Winnipeg, en route for Montreal and "the East," per C.P.R., some big timber. The consignment is for the maritime harbor commission and the Allan Steamship Co., and comprises: Three pieces, 36x36 inches, 68 feet long; one piece, 36x36, 60 feet long; one piece, 24x24, 60 feet long; three pieces, 21x21, 60 feet long; three pieces, 21x21, 62 feet long; three pieces, 21x21, 64 feet long; two pieces, 21x21, 68 feet long; five pieces, 14x16, 80 feet long. The shipment is made by the British Columbia Mills Timber and Trading Co., and is likely to interest the lumber trade of Canada.

—"If any of our readers know of a method for keeping single window fronts clear of frost, they will oblige us by describing it." To this the *Helper* replies: Where electricity or other power is available, the remedy is simple. A small, revolving fan, placed in such a position that the current of air generated by it is thrown upon the glass, will operate successfully. At least it does in Chicago and there is no reason why it should not be so elsewhere. The warm air from the room thus thrown against the window prevents the accumulation of moisture, and so keeps the glass clear. A Chicago baker, who keeps his show window very attractive, counts his little fan worth a good many dollars to him.

Commercial.

MONTREAL MARKETS.

MONTREAL, 17th Feb., 1892.

ASHES.—The market is quiet; receipts small and likely to be interfered with somewhat by late heavy storms. Shipments of two or three small lots to Britain are reported since last report. We quote \$4.20 as now the outside figure for first quality pots; seconds may be also quoted easier at \$3.70. Nothing doing in pearls.

CEMENTS, &c.—Some enquiries for cements are reported, with no business resulting so far. In meantime quotations are \$2.40 to 2.75 for English; Belgian, 2.30 to 2.50. Firebricks steady at \$20 to 25 for ordinary; Glenboag, \$30.

DAIRY PRODUCTS.—Of export trade in butter there is none, owing to weaker values in England, but the local demand remains steady, and values are well held. For creamery we quote 24 to 26c. per lb.; Townships, 19 to 21c.; Western, 18 to 19c.; cheese continues to be firmly held both here and abroad, and we quote 11½ to 12c. per lb. Eggs are 15 to 16c. per doz for limed; new laid, are worth 23 to 25c.

FISH.—The expectation that the Roman Catholic Church will relieve its adherents from the observation of Lent this year on account of the ravages of "La Grippe," has had rather a depressing effect on business in this line. Still there are no very considerable lots held here, so that no one dealer is likely to suffer any serious loss. Green cod feels the depression most. We quote \$5 for No. 1, No. 1 large \$6. Labrador herrings are more of a staple and in steadier demand at \$5.25 to 5.50;

Gloves and Moccasins.

W. H. STOREY & SON

ACTON, ONT.,

Manufacturers of

Gloves, Mitts & Moccasins

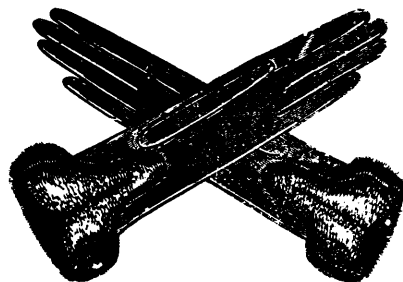
In Every Variety and Style, and in all Classes of Material.

Our Travellers are now on the Road with Samples for 1892, which show special value.

The high grade of merit attained by our productions is the result of making Excellence a Pre-requisite, and according to our customers the Maximum of Value at the Minimum of Cost.

The Patronage of the Trade is Respectfully Solicited.

W. H. STOREY & SON.



Ontario Glove Works,

BROCKVILLE, ONT., CANADA,

Established 1865.

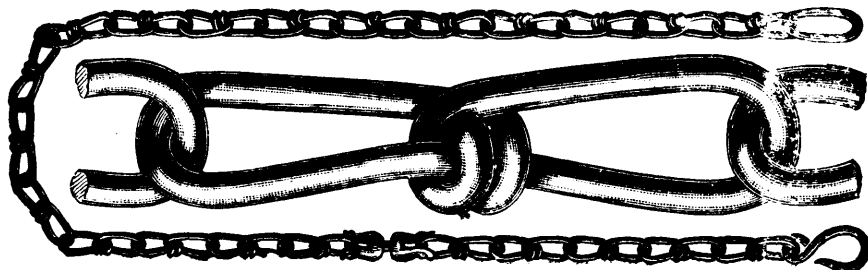
OUR Manitoba and North-west customers will be called on shortly by our Travellers with full lines of samples in all the latest designs in

Gloves, Mitts and Moccasins.

Kindly reserve orders until you examine our goods and prices.

SPECIAL.—Mr. Thos. Clearihue no longer represents us in any way.
January, 1892.

TEMPERED STEEL WIRE TRACE CHAINS.



LIGHTEST, strongest, and best trace chain on the market. We also manufacture a full line of Cow Ties, Tie-out, Dog Halter and Coll Chains, &c. If you have not yet tried these chains send for catalogue and price list.

MANUFACTURED BY

THE B. GREENING WIRE CO., LTD.,
HAMILTON, ONT.