

THE NATIONAL DIRECTORY OF STANDARD PRODUCTS—Continued

MOPS (Scrubbing and Dry Dusting). Tarlox Bros., Toronto.	PERCOLATORS (Electric). The Toronto Electric Light Co., Toronto.	SEEDS (Garden—of every Description). Carter's Tested Seeds, Inc., Toronto.	TOASTERS. The Toronto Electric Light Co., Toronto.
MULTIGRAPH LETTERS & MAIL LISTS. Harry Edwards, Toronto.	PIANOS. Heintzman & Co., "Ye Olde Firm," Toronto. Gerhard Heintzman Co., Limited, Toronto.	SEWING MACHINE MOTORS. The Toronto Electric Light Co., Toronto.	TOYS. The Harold A. Wilson Co., Limited, Toronto.
MUSIC PUBLISHERS. Whaley, Royce & Co., Limited, Toronto and Winnipeg.	PIANOS & PLAYER PIANOS. The Cecelian Co., Ltd., Toronto. The Newcombe Piano Co., Ltd., Toronto.	SHAVING MUGS (Electric). The Toronto Electric Light Co., Toronto.	TRANSFORMERS. Maloney Electric Co., of Canada, Limited, Toronto.
MUSICAL INSTRUMENTS. Whaley, Royce & Co., Limited, Toronto and Winnipeg.	PLUMBING SUPPLIES. Cluff Brothers, Toronto. Fiddes & Hogarth, Limited, Toronto.	SHEET MUSIC AND MUSIC BOOKS. Whaley, Royce & Co., Limited, Toronto and Winnipeg.	TYPEWRITERS. United Typewriter Co., Limited, "Underwood" Typewriters, Toronto.
NITROGEN LAMPS. The Toronto Electric Light Co., Toronto.	PORTLAND CEMENT. Alfred Rogers, Limited, Toronto.	SHIPS. Polson Iron Works, Limited, Toronto.	UNDERWEAR. The C. Turnbull Co., of Galt, Limited, "Ceetee" Pure Wool Underclothing, Galt, Ont.
OFFICE FURNITURE. United Typewriter Co., Ltd., Toronto.	PRINTERS, Commercial & Theatrical. W. S. Johnston & Co., Limited, Toronto.	SHIRTS. A. R. Clarke & Co., Limited, Toronto.	UNIFORMS. Beauchamp & How, Limited, Toronto.
OILS AND GREASES. Canadian Oil Companies, Ltd., Toronto.	PRINTING INKS. Sinclair Valentine Co. of Canada, Limited, Toronto.	SHOW CASES & STORE FIXTURES. Canada Show Case Co., Toronto.	VACUUM CLEANERS (Electric). The Toronto Electric Light Co., Toronto.
OIL REFINERS. The British American Oil Co., Limited, Toronto.	PUBLICATION PRINTERS. The Ontario Press, Limited, Toronto.	SIGNS. Denis Advtg. Signs, Limited, Signs of every Description, Montreal and Toronto.	VARNISH. The Holland Varnish Co., Limited, "Dyke" Varnish, Montreal.
OIL SOAP. Ontario Soap & Oil Co., Toronto.	RADIATORS (Luminous, Electric). The Toronto Electric Light Co., Toronto.	SPORTING GOODS. The Harold A. Wilson Co., Limited, Toronto.	VARNISHES AND JAPANS. The Ault & Wiborg Varnish Works, Toronto.
OVENS (Electric). The Toronto Electric Light Co., Toronto.	RAZORS (Safety). AutoStop Safety Razor Co., Limited, AutoStop Razors and Accessories, Toronto.	STATIONERS AND PRINTERS. United Typewriter Co., Ltd., Toronto.	VIBRATORS (Electric). The Toronto Electric Light Co., Toronto.
OVERALLS. Hamilton Carhartt Cotton Mills, Limited, Toronto.	RAILWAY SUPPLIES. Lyman Tube & Supply Co., Limited, "Shelby," Montreal and Toronto.	STEEL (Tool). Wm. Jessop & Sons, Limited, Toronto.	WASHBOARDS AND CLOTH PINS. The Wm. Cane & Sons Co., Limited, Newmarket, Ont.
PAINTS AND VARNISHES. Benjamin Moore & Co., Limited, Toronto.	READING LAMPS (Electric). The Toronto Electric Light Co., Toronto.	STORAGE. Standard Warehouse & Mercantile Co., Toronto.	WASHBOARDS, Zinc and Fiberware. The E. B. Eddy Company, Limited, Hull, Que.
PAPER (Bonds and Writings). Howard Smith Paper Mills, Limited, Montreal.	RIBBONS (Typewriter, Adding Machines). United Typewriter Co., Ltd., Toronto.	STOVES, COOKING, Coal, Wood, Electric and Gas. The McClary Mfg. Co., London, Ont.	WASHING MACHINES. Hurley Machine Co., "Thor Electric Washing Machines," Toronto.
PATTERN MAKERS AND WOOD TURNERS. Potts Pattern Works, Toronto.	RUBBER FOOTWEAR. Gutta Percha & Rubber Co., Limited, Toronto.	STOVES (Electric). The Toronto Electric Light Co., Toronto.	WASHING MACHINES (Electric). The Toronto Electric Light Co., Toronto.
	RUBBER STAMPS. W. E. Irons, Toronto.	TANKS. Polson Iron Works, Limited, Toronto.	WASTE-PAPER. The Levi's, Toronto. E. Pullan, Toronto.
	SALT. Canadian Salt Co., Limited, "Windsor" and "Regal" Salts, Windsor, Ont.	TEA KETTLES (Electric). The Toronto Electric Light Co., Toronto.	WATCHES AND JEWELLERY. Scheuer's Limited, Toronto.
	SCALES. C. Wilson & Son, "Gold Medal Scales," Toronto.	TELEPHONES AND SUPPLIES. Canadian Independent Telephone Co., Limited, Toronto.	WATCH CASES. American Watch Case Co., Limited, Toronto.
	SCALES (Computing). Brantford Computing Scale Co., Ltd., "Brantford" Scales, Brantford, Ont.	TENTS AND TARPAULINS. Scythes & Company, Limited, Toronto.	WINDOW LETTERS AND SIGNS. J. E. Richardson & Co., Toronto, Ont.
	SCRAP IRON, STEEL & METALS. Buckleys, Limited, Toronto. Frankel Bros., Toronto.	TIME CLOCKS AND RECORDERS. The International Time Recording Co., Limited, Toronto.	WIPING RAGS. E. Pullan, Toronto.
			WROUGHT IRON PIPE. Canada Pipe and Steel Co., Limited, Toronto.

Giving Away Proxies
(Concluded from page 24.)

course for women it is not always desirable to participate actively. But even they can take a slight interest. If General Managers are led to do wrong things, or if a concern goes to smash, "apparently without warning"—that means, nine times out of ten, that the shareholders as well as the directors have been sleeping.

A GREAT COMPANY.

SENATOR NICHOLS' big company, the Canadian General Electric, has recently presented a report of more than usual interest to the business community. This company is the worthy colleague of the great General Electric Company, of Schenectady. From being a mere Canadian agency in remote times, the "C. G. E." has grown to great dimensions, with its engineers and salesmen travelling over the whole Dominion and concerned, one way or another, with most of the great power developing projects in the Dominion. The brand C. G. E. on anything from a colossal turbo-generator to the "key" of an

ordinary lamp socket has come to mean "standard."

The operations of the company have, of course, been affected, like the operations of almost all big concerns, by the war. Lack of raw materials and, in some places, the slackening of orders has tended to hamper the company. In spite of difficulties, however, the books of the company show an increased prosperity. The company, by its efficient manufacturing and engineering methods, has contributed not a little to the success of the munitions output of various other firms in the Dominion. Senator Nichols is to be congratulated on his company's report.

Have We Overbuilt
Railways

(Concluded from page 25.)

another railway between Toronto and the Niagara frontier. A month or two ago there was an urgent imperial demand for a thousand miles of railway. It seemed as though track would have to be torn up, but everyone suggested that the railway destruction should

take place in some province other than the one in which he lived. Those living in Eastern Canada pointed vaguely to the West as the place to find superfluous mileage. Asked where in the West they finally suggested that the Canadian Northern and the Grand Trunk Pacific Railway, running closely together for two hundred miles west of Edmonton might get along with one track between them. But the business men of Edmonton and the North West vehemently objected. The Western people are calling for "more roads." They want railways built, not railways destroyed.

Speaking on this general subject, Hon. Frank Oliver, from his place in the House of Commons on January 31st, 1917, said that there seemed to be a general consensus of opinion that there were too many railroads in the West, and particularly in Northern Alberta, and that it would be entirely in the public interest to have these railways taken up. He protested that all the roads built under Dominion or Provincial guarantees were necessary. As a matter of fact some roads that had been graded were still uncom-

pleted because the railway company could not get steel, and yet it was urged that other roads built under Dominion guarantee should be torn up as superfluous. Against the idea that there was a superabundance of railways in the North West, Mr. Oliver emphatically protested. "In regard to the superabundance of railways," he said, "there are people to-day in the constituency immediately to the east of that which I represent who have been living for years 100 and 120 miles from railway communication. I say that in such circumstances the idea that seems to prevail that there are too many railroads in that country is entirely mistaken."

Big Business.

The visiting English merchant was talking impressively to the American. "In my firm," he said, "the clerks use 32,000 gallons of ink a year." "Your office is evidently nothing compared with mine," replied the American. "Why, we saved that much ink last year by instructing our clerks not to dot their i's."