

facturers' and dealers' standpoint, will again be in a healthy condition. This projected consolidation may account, in a measure, for the delay in filling the position vacated some time ago by President Rudolph Keppler. There are three names on the slate for the position, any one of whom would prove an able executive. In the meantime J. Weaver Loper is the managing director, and will doubtless remain so until after harvest, at which time any contemplated change in the cordage world would prove less sensational than at present. The new company is plentifully supplied with money, and with the ability to manage finances more successfully than the old National, and there are plans under consideration which would indicate a revival of this industry, which has been on the decline for so long a period. — Minneapolis Farm Implemente.

Live Stock Markets

At the Montreal stock yards the receipts for the week ended July 7 were 2,200 cattle, 2,500 sheep and 700 hogs for the week. The export trade during the week was quiet. Hogs were steady at from 5 to 5½. Sheep, lambs and calves were firm. We quote the following as being fair values:—Cattle, export, 4 to 4½; do, butchers' good, 3½ to 4; do, do, medium, 3 to 3½; do, do, culls, 2 to 3; lambs, 4 to 5; hogs, \$5 to \$5.25; calves, \$2 to \$5.

The cable from Liverpool, on July 9, says:—"The market has ruled decidedly strong and choice cattle have advanced 3c per lb since last Monday. The advance is due to the strike in the United States, which makes a prospect of lighter supplies. Choice Canadian cattle are quoted at 12c, as against 9c this day last week when a clearance was impossible. Sheep are also cabled strong and higher at 13c."

A cable from London on July 9 says:—"The cattle market is very strong to day under the expectation of a total stoppage of the United States supply. The demand for dead cattle is very large and provisions are generally higher."

The Montreal Gazette of July 9 says:—"Several cables from Liverpool, London and Glasgow were received, and they were much of the same tenor, all being strong and higher. This was welcome news to cattle shippers, as the bulk of them have been dropping considerable money of late, but the advance was pretty well discounted at the latter end of last week. Exporters went into the country and bought grass cattle heavily in anticipation of higher prices abroad and light shipments from the United States, consequently the run of export cattle for the past two days has been the largest this season, and the indications are that the shipments will be heavy from this port for the next two weeks. The local market was active to-day and strong. Values were fully ¼ to ½c per lb higher, sales of some round lots taking place at 4½ to 5c per lb. There was also considerable business done in sheep, and several fair sized lots were bought at \$3.50 to 3.62½ per 100 lbs. The market for ocean freights has ruled active and firm at the recent advance in rates. The demand for space has been good, and all that was available for the next two weeks has been taken up. It was stated to-day that some shippers who had stock here could not secure space to ship them. We quote rates 40 to 45s according to port."

At the Point St. Charles stock yard, Montreal, on July 9, a large business was done. There was also a heavy run of stock, which was principally grass cattle, and as the condition of these was good, shippers went in and bought freely. In consequence the tone of the market was stronger, and values advanced ¼ to ½c per lb, sales of some round lots being made at \$4.75 to 5.00 per 100 lbs. The supply of butchers' cattle was not large, and as the quality was better, a good demand was experienced by drovers, consequently a clearance was made at the advance. Choice heaves sold at 4 to 4½c, good at 3½ to 4c, fair at 3 to 3½c

and common at 2½ to 3c per lb live weight. The receipts of sheep were large, but the bulk of them were on through account for export. However, quite a few fair sized lots were offered, which met with a ready sale for shipping purposes at \$3.50 to 3.62½ per 100 lbs. Butchers' stock sold down as low as \$3.25. Hogs were somewhat scarce and prices were higher. There was a good enquiry, and buyers in some cases could not fill their wants. Sales were made at from \$5.25 to 5.35 per 100 lbs.

Toronto Live Stock Market.

Export Cattle—There were about thirty loads of shipping cattle here to-day and yesterday, but demand was active, and drovers sold out at handsome profits. Montreal shippers wired in orders last evening, and there was quite a business done. The railway strike in the United States was the bull factor. It has, for the present, given a firm tone to the market. To-day there were some fancy prices paid. Several sales were made at \$4.70 to 4.85, and \$4.85 was refused for some lots. It was stated that as high as 5c was paid, but no transactions were given out at that figure.

Butchers' Cattle—There was a good demand for butchers' cattle to-day. Several buyers were here from Montreal, and local dealers and butchers were out in larger numbers than on Tuesday, the cooler weather probably being the inducement. Some half dozen loads went to Montreal and one load went to St. John, N.B. All offerings were cleaned up. Prices ranged from 3 to 3½c for good to choice grassers, and from \$3.40 to 3.65 for grass fed cattle. Small fed steers and heifers were quoted at 3½ to 3¾c.

Hogs—Prices for bacon hogs were firm and for other sorts steady. Choice lean hogs, of from 150 to 220 lbs, sold, weighed off car, at \$5.50, and Joseph Harris says he is prepared to pay from \$5.50 to 5.60 for a thousand of this sort next week. Packers who cater for the British bacon trade have been getting light supplies, and prices have been advanced to bring out the hogs. Mixed lots sold to day at \$3 to 5.10, choice thick fats at \$4.90 to 5.00, medium short fats at \$4.75 to 4.80, stores at \$4.75, sows at \$4.25, and stags at \$2.50.

Sheep and Lambs—Prices were rather firmer. Ewes and wethers sold at 3½ to 3¾c, and contracts were made for some to arrive at 3¾c, weighed off car. One bunch of eighty, weighing 145 lbs, sold at \$5.12½ a head; one bunch of 18, averaging 140 lbs, sold at \$5 a head; one bunch of 38, with a few bulls mixed in, averaging 140 lbs, sold at \$4.73 a head; and 6 head, averaging 160 lbs, brought \$5.70 a head. Two single decks sold at \$3.65 a cwt. off car. There was a fair trade in spring lambs at \$3 to \$3.75 each. Butchers' sheep and yearlings were not wanted. A few sales were made around \$3.25 a head.

Calves—There were only about 50 here. All sold at from \$4 to 7 a head for good to fancy veals. Bobs sold at \$4.50 to \$5.

Milch Cows and Springers—There were about 30 here, and demand was insufficient to clear. Prices ranged from \$23 to 40. —Empire, July 6.

Montreal Hardware and Paint Prices.

The demand for heavy metals and iron, which has been remarkably dull during the summer, has commenced to show signs of improvement. The tone also is firmer than it has been. Advices on Canada plates quote advances of 5s to 7s 6d per ton, and on tin plates 3d to 6d. In both these lines the impression prevails that bottom has been touched and prices will tend upward. The only weak feature of the market are terne plates, which have sold as low as \$6, and spelter at \$4.25 to \$4.50. In pig iron there is nothing special to note. Stocks are light of both kinds, especially Scotch. We quote:—Summerlee, pig iron, \$19; Eglington, \$18; Carnroe, \$18; Fer-

rona \$17, Siemen's, No 1, \$16.50 to 16.75; wrought scrap No 1, \$15 to 16; bar iron, \$1.70 to 1.75. Tin plates, cokes, \$2.95 to 3.10; N charcoal, \$3.35 to 3.65; Canada plates, \$2.25 to 2.30; terne plates, \$6; galvanized iron, 4½ to 5½c as to brand. Crford copper, 9½ to 10c; ingot tin, 18½ to \$19, lead at \$2.60 to 2.75, and spelter at \$4.25 to 4.50; cut nails, \$1.70 to \$1.85.

The unsettled and unsatisfactory state of the paint and lead market continues, which is due to the heavy cutting in prices, and business is in a depressed state at present, with little prospects of any improvement in the near future. Paris green still continues scarce and values are firmly held for this article. We quote. Choice brands white lead Government standard, \$4.75. No 1, \$4.50; No 2, \$4.25; No 3 \$4; No 4, \$3.75; dry white lead, 4½; red lead, pure, 4½; do No 1, 4; zinc white pure, \$7.25; No 1, \$6.25; No 2, \$5.25; glass, \$1.25 first break; \$1.35 second break, per 50 feet; \$3.25 for first break per 100 feet; linseed oil, round lots, raw, 54 to 55c; boiled 57 to 58c; putty in bulk, \$1.35.

The demand for cement has been slow. We quote spot prices at \$1.95 to 2.05 for English brands, and \$1.85 to 1.90 for Belgian; and to arrive, English brands \$1.95, and Belgian \$1.80 to 1.90. The arrivals of firebricks were 50,000. The demand is fair at \$15.50 to 19.50 per 1,000, as to brand. Turpentine has been weaker and declined 1c per gallon, to 46c and 47c for spot goods, while sales of new have been made for future delivery in round lots at 4½c per gallon. In other lines business is very quiet and prices are unchanged. We quote. Turpentine, 46 to 47c; rosin, \$2.75 to \$3.25, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 5 to 7c for colored and 7 to 10c for white; oakum, 5½ to 7½c, and cotton oakum, 10 to 12c. Cordage, sisal, at 7 to 7½c for 7 lb and upwards, and 14c for deep sea line. Pure macilla, 9½c for 7 lb and upwards, and 9½c for smaller sizes. —Gazette, July 6.

Don't Work Without Profit.

It is doubtful if the active competition now in force among the handlers of certain lines of goods is for the ultimate or even present benefit of the several industries, remarks Hardware Reporter. In many cases, and especially among the contractors for house and roofing work, the goods used therein are sold at cost, in order, as the contractors say, to keep their men in employment and provide a means of obtaining what are merely wages for themselves. This is commendable from a philanthropic point of view, but it is not business in the strict sense of the term. To a student of business relations and of human nature alike, it would seem as if the best way to provide for the needs of both the man and the employer is to ask a fair price for the work in all cases, irrespective of other competition. This may result in a temporary loss, but one that will be more than regained in time.

People do not always entertain the highest respect for the competency or the shrewdness of a business man who will permit himself to be driven into a contract that cannot produce a profit, and they are very apt to think that he will be slack in his work in order to compensate for the loss of what he had been accustomed to make on his contracts. Working without a profit is very poor policy at the best, and is seldom excusable even on the ground of a keen competition. It not only disturbs present conditions but establishes a basis of prices that will be difficult to advance when there is not such a struggle for work. When a house owner, say, pays a hundred dollars for a line of work which was accepted at that figure because of a seeming trade necessity, he is likely to gauge further contracts in accordance with that price, and to refuse the giving of any greater amount. The remedy for this condition of affairs is indicated in the caption of this article. Let every worker apply it to himself.