

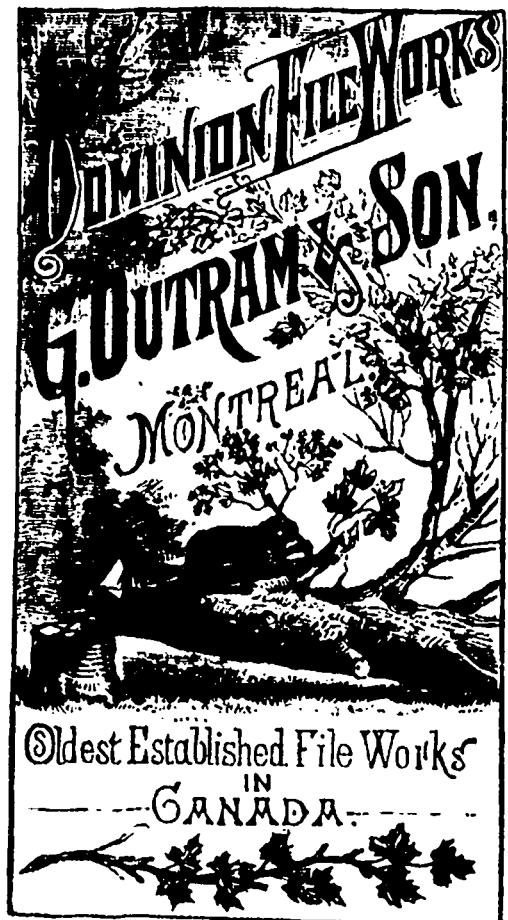
WOODEN FEED FOR CATTLE.

AN Ottawa despatch says:—A German named Frederick William Wendenburg, of Bagenz, Prussia, has made application to the Government for a patent for a process of manufacturing cattle feed from sawdust or wood meal and other materials, and also to have patented the use, application, and employment of the same in Canada. He proposes to reduce the wood of beech, birch, acacia, and other trees to a fine powder or meal, which will be mixed with common salt and scalding water. Muriatic acid is then introduced and the whole reduced to a thin pulp. Soda and other chemicals are to be added and the whole mass allowed to cool. It is to be afterwards mixed with bran, bruised grain, or flour from oily grains, and after some more chemicals have been applied the material is kneaded into dough, which can be pressed into cakes of any size. When dried, these cakes, he claims, will be excellent food for cattle.

DIRECT DEALINGS WITH CONSUMERS.

(Textile Recorder, Manchester, England.)

THE cost of textile goods to the foreign consumer is greatly increased by the number of hands through which they pass after leaving the factory. It is by reducing to the smallest number the intermediaries between the producer and consumer that manufacturers may be able to obtain more remunerative profits. Mr. E. H. French, acting consul in Siam, gives in his annual report an amusing account of the way in which the Siamese obtain their goods. He says that European articles, before reaching the native consumer, pass, as a rule, through a great number of hands. The manufacturer in Europe sells them to the merchant, who consigns them to Singapore. They are there sold to a Chinese merchant, who sometimes sends them himself, and sometimes sells them to another person, who forwards them to Bangkok. They are then again sold to a native trader, who either sells them himself or re-sells them to another trader, who takes them up country. This may be an extreme case in which the goods pass through so large a number of hands after they leave the manufacturer before they reach the consumer. But the principle is the same in the vast proportion of commercial transactions with distant markets, and it is the manufacturers of those nations who are able to obtain the readiest access to consumers who can outbid in price their competitors. This is a subject to which far too little attention has been given in the past, but it is one that in the present condition of trade deserves careful consideration. Hitherto manufacturers have been content to supply merchants with goods, taking their instructions from them and not bothering themselves further. The merchant has been content to send his consignments to another merchant in the most accessible port of the country for which the goods have been made without troubling himself any more about them. Now it is obvious that something further is necessary to be done in the case of up-country markets. There may be, and doubtless are, great difficulties in the way of direct transactions with them, but the means of transit have in recent years been so much improved, and personal communication made comparatively so easy, that the difficulties in the way are more in imagination than in fact. The pioneers of commerce of the past were not daunted by far greater obstacles in their path, and unless our national fibre is weaker now, and our countrymen, enervated by prosperity, have lost the spirit of enterprise, they will not shrink from the endeavor to obtain more direct communication with consumers. This is not a matter for the Government to do, but should be done by far-sighted manufacturers who must pass by the intermediaries, and thereby confer pecuniary benefit both upon consumers and themselves.



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