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necessary to make a desk reliable, labor saving, economical, is found in those we manufacture. In material and construction, in finish and utility, in durability and design they lead all other makes. They make an office a better office. *Our Catalogue goes into detail.*

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TORONTO

Slow Pay

And Bad Accounts are specialties with our collecting department.

don't write anything off until we see what we can do with it.

R. G. DUN & CO.,
Toronto and Principal Cities of Dominion

ESTABLISHED 1855

TAYLOR'S

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SAFES

HAVE MANY PATENTED IMPROVEMENTS

NOT FOUND IN OTHER MAKES

THAT WILL WELL REPAY AN INVESTIGATION

BY THOSE WHO DESIRE TO SECURE

THE BEST SAFE

J. & J. TAYLOR,

TORONTO SAFE WORKS,
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MONTREAL
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can sell a customer what he doesn't want.' Now, that looks all right in theory, and a good many business men still hold that it is sound, and instruct their clerks to follow it. But I do not, nor do I think it is good business. Of course, if a clerk can sell a customer something for two dollars, say, when the customer wanted something in the same line for a dollar and a half, that shows the clerk to have the proper qualifications, provided the customer finds the two-dollar grade so much better than the cheaper that he is more than satisfied, as he will be in the majority of instances. But take it the other way. A customer wants a hat or a piece of goods or a certain kind of shoes, or something else in which his personal taste and feeling are paramount. The clerk can't show just what is wanted, though he may know that it can be had somewhere, and he proceeds to prove to the customer that the goods the clerk can show are the latest in style, and are popular and all that, and finally persuades the customer to buy what he didn't want. He has made his sale all right, and has shown his skill that far, but what of the customer? When he gets the article home and puts it on he doesn't like it any more than he did when he had his mind set on what he did like, and, in addition, he doesn't like the clerk for persuading him to get something he didn't want, and he doesn't like the house that employs such a clerk, and the result is that a possibly very good and permanent customer is lost for the sake of a single sale of two or three or five dollars. I never try to instruct my customers in what they want unless they show plainly that they do not know, or are so undecided that my knowledge is of value to them, and they appreciate the advice I may be able to give."—Exchange.

—Pressure is being brought to bear upon the Dominion Fisheries Department to protect frogs, which, it is feared, at the present rate of supply will soon be exterminated.

—It is probable that in the wholesale houses the departments devoted to the display of laces, embroideries, ribbons, and all sorts of hat and dress trimmings have received rather more attention from buyers visiting the foreign markets than usual this year. The result is that for the late winter trade, as well as for spring, 1903, the average Canadian jobber can offer to his customers a wider choice of designs and materials, to say nothing of prices.

—The principal feature of American silk manufacturing during the past six months has been the almost universal demand on the part of large retailers and cutters for a 36-inch width, and it is quite likely, the Dry Goods Economist believes, that this change from narrow to wide silks will result in the elimination of small organizations not in a position financially to reorganize and compete with manufacturers who are introducing wide looms and other up-to-date methods.

—Silk manufacturers in Lyons are fairly busy, says an exchange. Buyers are in the market and the volume of transactions is fair. Notwithstanding this, manufacturers complain that the condition of affairs is not as it should be, and there is room for improvement. This is especially the case in regard to prices, which are not in all cases satisfactory. Muslin continues to be the article which is giving most life to the demand and employment to the looms. Taffetas of all kinds find a market in plain goods, in stripes, checks and plaids.

—In a report to the Department of Trade and Commerce, Mr. J. S. Larke, Canadian agent in Sydney, Australia, states that all hope of a harvest sufficient to supply home consumption has now passed away, and grain and flour, oats, corn and barley will have to be imported. As to the extent of the shortage, experts are not agreed, and it may vary from 100,000 tons to twice that quantity. Mr. Larke discusses the prospect of the market for Manitoba wheat and Canadian flour, oats, barley, peas, hogs, etc. He criticizes Canadian shippers for their tardiness in answering cables and the lack of definiteness in their replies—a complaint heard far too often. A sample lot of frozen poultry came from Vancouver by the last steamer. It was of excellent quality, and arrived in fine condition. Orders have been placed for a quantity to arrive in December. Sample cases of apples from British Columbia arrived in good condition. They were of good quality, and attracted great attention in the fruit market. Mr. Larke urges the shipment of Northwest grain from Vancouver as the only means of successfully competing with shipments from New York, and suggests the stationing of an inspector at Regina to facilitate this result.

—A very unsatisfactory state of affairs in the wool industry was pointed out at a meeting of sheep owners in Shrewsbury, Eng., a few days ago. Mr. Mansell pointed to the increased use of wool substitutes as the cause of the decline in the demand for and price of wool. To the farmer the decline is incomprehensible, in view of the continually increasing population. Foreign supplies do not account for it. Mr. Mansell contends that the wool market has been destroyed to the producer simply by the extent to which it has been superseded in the manufacture of so-called woollen goods by other raw materials of less value. In the heavy woollen district of Yorkshire there are dozens of manufacturers who never buy a single bale of raw wool, and yet are known and acknowledged as influential manufacturers of "woollen goods." In the United States the situation is still worse. In 1900, 74,000,000 pounds of shoddy were used, displacing 222,000,000 pounds of wool, or equal to 72 per cent. of all the wool in the United States in that year. The shoddy used in that year was equal to the product of 42,990,000 of the 61,415,000 sheep in the United States. Besides the old material used over once or oftener, cotton is mixed with wool to an increased extent.