

THE RETAILER AND Wood-Worker

A LONDON RETAIL YARD.

The largest retail lumber yard in the "Forest City" is that of Kernohan, Webster & Ferguson, situated at the corner of York and Ridout streets. The individual members of the firm are Messrs. G. N. Kernohan, R. J. Webster, and A. Ferguson, each of whom are energetic and enterprising business men. They keep constantly on hand a large stock of lumber, lath, shingles, cedar posts, etc., and being situated in close proximity to the Grand Trunk Railway, the shipment of lumber is greatly facilitated. Owing to their extensive trade, they are enabled to supply stock at short notice, and during the building season the yard presents a continual scene of activity. The business has been conducted by the present firm since 1893, but in that comparatively short space of time they have established a wide connection.

BUYING GOODS ON CREDIT.

The following suggestive extract is taken from an address delivered before an association of credit men by Mr. Henry Wollman, of Kansas City:

"Suppose a man comes to you and says he wants to buy goods on credit. You say to him, 'Well, how much can you sell?' He always puts it high enough. 'All right; put that down. How much profit can you make?' He always makes that high enough. Find out whether he thinks the profit is on the basis of the selling price or the cost of the goods. You will always find that it is really on the cost, but he thinks it is going to be on the selling price. Figure it out either way and put that down, and then you have the gross amount that he can make. Now, then, add up the items of what he tells you his expenses will be, and then deduct one from the other, but be sure you don't let him fool you or himself on the item of expense. When he tells you that he is going to live on \$30 or \$40 a month, when you know that nobody else in his circumstances does, don't believe him, but be sure that you get it reasonably correct, and then figure a little something for interest that he is going to pay for borrowed money during the year—he never thinks of that and be sure to take something out for depreciation in value of the goods at the end of the year—you will find out that he never figures in advance that his goods are going to depreciate at the end of the season, and then see if you can't determine for yourself that that man, if he is a beginner, is or is not going to be a good and safe risk. You will find that nine times out of ten, if you will take his own figures for it, you can see that, without knowing it, he has demonstrated to you in advance the impossibility of his succeeding."

CHANGING METHODS.

It has been quite a study with me for a long time whether or not we should confine ourselves rigidly to one rule, or system, or style of doing things in planing machine practice, either in fastening belts, setting and grinding cutters and knives, or, in fact, anything that pertains to planing machine work. In the matter of fastening belts, we read how a great many lumbermen seem so devoted to the worship of one system that, like the ancient martyrs, they would hold onto it if they had to sacrifice their lives to maintain their cause and show faith in their system.

It is all very well to be firm in any faith, but to this faith we must add a consistency, to show that it is correct in practice as well as in theory.

Anything to be valuable must be practical, and if it lacks the element of usefulness, it will sooner or later be lost in the sea of oblivion.

But many old theories die hard, if they ever entirely go out of existence. There are persons so absorbed in belt lacings that I believe if they were shown some other style of fastening infinitely superior in every way to lacings, they would still use them. That they are good in their place no sane person will attempt to deny, but that they are the best in every place it seems as if in these days of progress no one will be so obstinate as to affirm.

The same may be said of every known device for fastening belts, from the poorest to the very best.

Let me show you an instance. Quite a few years ago I was in a place where at 4 p. m. I was obliged to cut the lacings to a twenty-inch three-ply belt. Every day this was done, and when the engine stopped at 8 p. m. that same belt had to be released with new lacings, which were made by cutting two strings from the longest part of a large hide. Now those who are posted in the cost of hides can probably figure out how much these strings cost.

In this case, however, the cost was not an item, as "Uncle Sam" footed the bills, but the point to be made is all the same. There is but one belt fastening that could fill the bill under the conditions, and that is the Blake's belt stud. If we had had the oo Blake stud, they could have been re-used day after day almost indefinitely and the cost of two lacings a day could have been saved. That same stud was in use then, but we were intensely wedded to lacings and there was no officer or lawyer who could divorce us from it.

I simply bring in this single case to show that in all ordinary cases we can and should adjust ourselves to cases and conditions, and not be so riveted to an idea that we can, among the great multitude of good things, find but one to which we can resort.

It has not been a long time since all were got up by the slow process of the win and the "Yo heave O." Since the introduction of steam a better and quicker has been found, and sailors are forgetting old hoisting song "the good old way."

Now, while I am an intense believer in the Blake belt stud, I believe there are many where even leather lacings are better, and adapted to the work. I believe in riveting nearly all heavy belts, but I don't believe in every case lapping and riveting is the best. There is a steel hook on the market that goes through and clinches on the inside that I think is a good deal of. These are made in several kinds and sizes, and for double and single belts, in many cases I would use them. Often a belt breaking tears straight or very nearly straight across. It is as tight as it will bear now, but we cannot cut for hooks or even lacing, but can butt the ends together and use these fastenings, which can be done in very little space and is a very strong fastening. Often we have a belt torn part way across and these fastenings are admirably adapted to these places.

The common flat steel hook is also very useful in some instances, and I always keep an assortment on hand to use where they suit my convenience better than anything else.

I have used wire lacings and they make a very even, quiet-running belt, but I do not keep them in general use.

I have spoken more at length on belt lacings, because there is a much greater variety of places and conditions where they can be used and are used, to good advantage. The point to be made is, that it is not good policy to be wedded to one particular system when it is so much better to have several methods to resort to.

Now, in the matter of knife grinding and setting, it is in my opinion not policy to wed yourself to one style, especially if you have a great variety of kinds of work to do on the same machine.

On common, ordinary white or yellow stock was kiln-dried, I should use a bevel, and in some cases I would bevel both sides. The under-side bevel makes one of the best-known chip breakers and saves the lip of the cylinder, the style employed by the man setting the knife back into the head.

I often do this on kiln-dried yellow pine and get the best results, and, while it does nice work, it also serves the lips on the cylinder, which is a good thing that every planing machine ought to attend to, for when they get so that shavings drive under the knives, bad results often follow, and a broken machine is not a desirable thing to have on hand. The point about this grinding business is that many concerns think that any more than a set of knives is an expensive luxury, and can be allowed only under the most urgent circumstances.

I believe in keeping a rack full of knives, good, long half-dozen sets, more or less.

It is not good policy to use up a set or two of knives clear up to the slots before ordering more. Old knives may do for light work, but when heavy stock is in the mill, no one will stand and feed a machine for fear the knives will go up the blower spout. And not only that,