

in the conduct of branch establishments. This in fact, has now become the conviction of the General Manager, Mr. E. C. Thornton, and as the outcome of a recent visit to Winnipeg, he arranged for the discontinuance of the retail branch at that point.

Apart from the ethics of the matter, Mr. Thornton states that the wholesale business of the house has increased so rapidly of late, it has become practically impossible to get sufficient men to turn out the increased production. For this reason, and in keeping with the company's policy of specialization, the steps we have referred to are being taken, it would seem no less in the interests of the home-purchaser, as in that of the trading representatives of the big manufacturing house.

Arrangements are now being made for the disposal of a fine representative collection of the Karn-Morris instruments at Winnipeg, particulars of which will be found on another page. The sale of these extremely fine pianos and player pianos will be conducted by Mr. E. J. Merrell, who for many years has represented the Karn-Morris people in the West. He is a well known and much respected personality in musical circles, and from our personal experience of him, and of the splendid record of the "Karn-Morris," we can say that the occasion offered is one of a really exceptional character.

There are many other pianos, of course, but there is not a better piano made in Canada than a Karn-Morris, and at the prices named we urge any interested reader to seize the opportunity while it can be taken advantage of.

A GREAT CANADIAN PRODUCT FROM SHEET METAL

Not in many moons have we had presented to us so fine a catalogue of anything in domestic art as the new catalogue of the Winnipeg Ceiling and Roofing Company, Limited, of Winnipeg. It contains 170 pages of finely illustrated details in raw material, finished effects and impressive structures of one kind and another, all of paramount interest to the farmer to the man who desires to build, from a hog-pen to a palace.

Starting with many thousands of tons of raw material in galvanized and black sheet metal, tin plate, terne plate, Canada plate, copper, zinc, etc., this company long ago "brought home" its character to the farmers and home-builders of Western Canada as one of the largest, most complete and most thoroughly satisfactory houses of the kind to have any business relations with.

The catalogue before us starts with a wonderful display of ceiling designs, cornice pieces, side wall, and panel effects, friezes, cornices, etc. The art work in these is of a type that is far away from the ordinary, and is a revelation when compared with the heavy and depressing lines that are still to be seen in many old time interior decorations of the kind.

Corrugated roofing adapted to all manner of buildings is next in order, but the Winnipeg Ceiling and Roofing Company score particularly with their own splendid ideas in "Winnipeg" shingles, Spanish tiles and continuous sheets for houses, verandas, mansards, garages, etc.

It is not possible in a brief space to do anything like justice to the exceptional quality and style in evidence in every phase of this company's product. Of special interest to our readers are the celebrated portable corrugated granaries which have been referred to again and again in these pages, and are now familiar figures everywhere in our Western landscape.

Their model modern barn is alone "a trick to conjure with," and we reproduce (page 14) one of these recently completed. There are no posts or cross ties inside the loft. These are unnecessary as the roof is self supporting. It represents a half circle without any breaks and is, therefore, of equal strength in all parts. The details of this barn are alone worth a great deal if only as a demonstration of real genius applied to a barn structure that is at once inexpensive, strong and having an appearance and points of convenience far ahead of most modern barns now in use. The Winnipeg Ceiling and Roofing Company will be glad to send these particulars and costs free to any interested enquirer.

Readers of all Western farm journals are familiar with the MAN brand of this company's farm specialties. "MAN" means maximum value in lines that have been specially designed and made to meet Western needs. The "Max" lines include such details as the granary already referred to, stock watering troughs in various designs and in all convenient sizes, wagon tanks, etc., made of best quality 20-gauge galvanized steel. These troughs are practically everlasting, and anything extra over the price of almost any other idea in watering troughs is quite inconsiderable.

The "Max" stock trough heater is something quite away from anything else of the kind in use up to this date. It is light, easy to handle, takes up no unnecessary room in the tank, and can be removed from the tank and replaced again when necessary with little effort.

Another member of the rapidly increasing "Max" family, is the shipping storage and half-barrels which we have illustrated and described in this magazine more than once. Finally, there are few things if there is anything that can be made from sheet metal that is not represented in this really fine work. It is not intended for general distribution, but if any reader has an itching to know something more than we have given on any specific line mentioned, he has only to drop a card to our friends.

Our salvation is not in sacrifice, but in production.—David Gibson.



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"E spends all e's time between 'oppin up to 'eaven and droppin' dahn on e's knees, sir."

"Very well; get another and give this one—with my compliments—to the chaplain."