

cleaning, was seized with a rag, and then drawn out pitilessly and unmercifully. No other consequence can follow such a treatment than the breaking at the earliest possible occasion. Cleaning is best done in the following manner: Lay the spring into benzine. As soon as the adhering oil has become dissolved, it is taken out and seized with a soft linen rag, which imbibes the greatest part of the adhering benzine. Next cover the palm of the left hand with a dry corner of the rag, put the spring flat upon it, and with the index finger of the right hand, around which another part of the rag is wound, press gently upon it, and let it assume a conical shape; by suitable motions of the finger while wiping, the spring will turn, and every part of its blade may easily and thoroughly be cleansed of all impurities. A spring treated in this manner will be freed of all matter, while at the same time its molecular arrangement is not violently interfered with, calculated to injure its elasticity. Another method for cleaning a spring consists in taking a winding key with wooden handle, wrap one or two turns of clean rag around it, and gently follow the different coils, while for the inner ones, use a brush.

After cleaning, we come to the winding in of the spring—a manipulation either not whatever, else only partly understood and observed, yet it is an operation of high importance; if I had space and inclination, I could recount highly entertaining stories on this subject.

The winding in is either performed with the winder or hand, hooking the spring in the barrel with its outer end, and bending it in little by little; else by putting together the barrel, hooking the spring with its inner end, and turning the arbor, whereby the spring coils around it. The latter two methods cannot be recommended; the sideward flexion of the spring is so strong that its elasticity must suffer thereby.

The spring winder, consequently, is the sole remaining means. Reasonable caution, also, is necessary with it. The main requisite of a good winder is that its arbor, together with shoulder, run truly round and have no shake. The shoulder must correspond exactly to the size of the spring core, around which the spring is to be wound, and all other parts being suitably proportioned, and due care is observed, there is no obstacle in the

way of locating the spring flat and firm upon the barrel bottom, without exposing it to injurious side flexion.—R. T., in *Allg. Journ. d. Uhrm.*

BUSINESS EVILS.

We are favored with an interesting letter from a firm of fancy goods dealers in Quebec, which deals very frankly with some of the evils that surround the business of an importer or wholesale dealer in Canada to-day. "You ask how we have found business," their letter runs: "Business has been fairly good with us; but credits are too long; the dating of goods ahead is an ulcer on the business system; clerks and travelling salesmen are paid too much in proportion to the profits which they secure, as a rule, to those who employ them. They think too much of themselves, do these salesmen, and they are the makers of most of our bad debts. Let us have some articles in your paper on these matters, especially on the evils of too long credit."

There is "much in little" here. The above plain statements will be corroborated by wholesale dealers generally. Business is being done at too great expense, for too little profit and at entirely too long terms. Periodically, a particular trade becomes aroused to the need of change in some of these respects, holds a meeting or comes to an agreement to shorten credit or to cease dating ahead. Not long ago, for example, the leather and findings houses in Montreal agreed to limit credit to four months. We trust they will stick to the agreement. But it requires some firmness for houses to remain true to a compact such as this, when their weaker competitors sit up at nights or stay in-doors on Sundays, scheming how they can evade the spirit of their agreement without breaking the letter of it.

This, however, may be said with all truth, for their encouragement: Sensible and solvent retailers in Canada (who are becoming year by year, we believe, more numerous) perceive the dangers of long credit and the advantage of short terms. Many of these will, in spite of temptations to the contrary, remain constant to houses which, buying goods well and selling them honestly, yet persist in short terms of credit. Both retail and wholesale dealers benefit by them; over-lapping of purchases is avoided; too heavy stocks are escaped; while the corrosion of interest and the heavy item of

depreciation in value of merchandize are reduced to a minimum. Importing houses which adhere to short credit and command the custom of good retailers, have the satisfaction of making fewer bad debts, even if their profits are less; and can outlive their most reckless competitors. The retail dealer, on his part, if he be content to stick to a house which does business on proper business principles, will soon realize that by adopting the policy of buying "little and often," and giving short notes or taking cash discount, he will live an easier and more prosperous business life than by overloading himself with the heavy lines of job lots which a "pushing young house" may get him to buy through extra time, renewals for half, "special discounts off list price," or the various inducements held out through facile travellers or more dignified but not less anxious principals.

Our importers, many of them, do not look far enough ahead. They are too apt, in aiming to secure a present advantage, to lose sight of the future effect of a policy of relaxing salutary rules. Forced sales mean, nine times in ten, difficult payments. A customer secured by a "cut," and retained by means of extra terms, is oftentimes a costly customer rather than a paying one. An evil of the times, and not a small one, is the tendency to give away the profits on merchandize in concessions of one kind and another to attract custom. No merchant, worthy of the name, will persist in selling goods without a profit. He wastes his time, his capital and his credit by so doing.—*Monetary Times.*

BUSINESS CHANGES FOR FEBRUARY

Angus McFee, jeweler, Belleville, Ont., damaged by fire. J. C. McKeand, hardware Hamilton, Sheriff in possession. D. B. Ingalls, hardware and tin, Thamesville, stock advertised for sale by Trustee. Walton & Baird, hardware, Emerson, Man., offering to compromise. J. W. Fraser, jeweler, Milton, Ont., assigned. J. K. Masecar, hardware, Jarvis, Ont., assigned. Hobbs, Osborn & Hobbs, hardware, London, turned out owing to explosion. Mrs. C. W. Coupland, fancy goods, St. Marys, assigned. J. P. Callaway, jeweler, Emerson, Man., selling out. Louis Quick, hardware, Bowmanville, Ont., burned out.

BUSINESS NOTES.

THE Postmaster-General has stated in Parliament that the subject of reducing letter postage from three to two cents the single rate, as in the United States, is under the consideration of the Government.