

BRITISH SHIPBUILDING.

The tonnage returns of vessels, other than warships, under construction in the United Kingdom for the past three months, are the highest ever recorded. At the close of September last, there were 477 vessels being built, with a gross tonnage of 1,414,120, an increase of twenty-five vessels and 210,112 tons gross on the corresponding date of last year, and of 105,000 tons compared with the previous quarter. Of these, no less than 352 were for owners in the United Kingdom, while twenty more, the next highest number, were for British colonies. The British shipbuilding industry is, as may be seen, very far from becoming extinct, the country with the next highest record for ships under construction being the United States with 64 vessels and a gross tonnage of 232,526.

PIG IRON PRODUCTION IN THE UNITED STATES.

The American Iron and Steel Association report that the production of pig iron in the United States in the first half of the current year amounted to 7,674,613 tons (of 2,240 lbs.), as compared with 7,642,569 tons in the corresponding six months of 1900, and 6,146,673 tons in the second half of that year. The total number of furnaces in blast on June 30th last was 259, against 232 on December 31st, 1900, and 283 on June 30th, 1900, and the stocks of pig iron unsold in the hands of manufacturers and their agents, which amounted at the end of December last to 442,370 tons, had been reduced on June 30th to 372,560 tons. It is added that present indications point to a lessened production during the current six months, as compared with the first half of the year.

—A salesman, as a rule, is born, not made. One man can talk a customer into buying, and another man would simply talk the customer out of the room. The whole secret is in knowing your man, knowing your goods, and knowing when to talk. To be a successful salesman one must be a judge of human nature, and grasp at a glance the condition of the buyer at the moment, for some men will be free and easy one day, will allow the salesman to talk all he wants to, and permit familiarities that they will resent on another occasion.

MONTREAL MARKETS.

Montreal, Nov. 20th, 1901.

Ashes.—The shipments for this, the last week of direct ocean navigation, will hardly exceed 25 to 30 barrels, but the entire stock in store has been exhausted to about ten barrels. A habitant realized \$4.65 on a little lot of No. 1 pots of extra good tares, but a regular quotation would be probably from \$4.40 to \$4.50. Of pearls there is not a barrel held here at the moment, and a quotation of \$6.75 to \$7 is entirely nominal.

Cements and Firebricks.—Some further moderate receipts, about the last of the season, are reported since last writing, including 1,800 barrels of English cement, a similar quantity of Belgian and German, and 19,000 firebricks. Prices are unchanged as long as any stock remains on the wharves, but winter quotations will probably be established next week.

Dairy Products.—Butter moved out quite freely last week, exports being shown at 16,859 packages, as against 5,207 packages for same week of 1900, and the total shipments for the season to date are 404,401 packages, being 155,000 packages ahead of the figures of 1900. Of cheese, 42,870 boxes were shipped last

The Metropolitan Life INSURANCE CO. OF NEW YORK.

"The Leading Industrial Company of America."

Is represented in all the principal cities of the United States and Canada

THE METROPOLITAN is one of the oldest Life Insurance Companies in the United States. Has been doing business for over thirty years.

THE METROPOLITAN has Assets of over 62 Millions of Dollars. Liabilities of 53 Millions, and a Surplus of over 8 Millions.

THE METROPOLITAN pays Death Claims, averaging one for every two minutes of each business day of eight hours, and has Five Million Policy-holders.

THE METROPOLITAN offers remunerative employment to any honest, capable, industrious man, who is willing to begin at the bottom and acquire a knowledge of the details of the business. He can by diligent study and practical experience demonstrate his capacity and establish his claim to the highest position in the field in the gift of the Company. It is within his certain reach. The opportunities for merited advancement are unlimited. All needed explanations will be furnished upon application to the Company's Superintendents in any of the principal cities.

BRANCH OFFICES IN CANADA:

Hamilton, Canada—37 James Street South—W. C. Niles, Supt.
London, Canada—Room 4, Duffield Block, Dundas and Clarence Streets—Geo. H. Smith, Supt.

Montreal, Canada—1670 St. Catherine's Street—Chas. Stansfield, Supt.
533 Board of Trade Building, 42 St. Sacrament Street—Henry Briggs, Supt.

Ottawa, Canada—Metropolitan Life Building, Metcalfe and Queen Streets—Geo. E. C. Thornton, Supt.

Quebec, Canada—Room 12, People's Building, 125 St. Peter Street—Geo. K. deKappelle, Supt.

Toronto, Can.—Confederation Life Bldg., Yonge St.—Wm. O. Washburn, Supt.
Lawlor Building, King and Yonge Streets, Rooms 32 and 34—Pierce Keefe & Co.

THE MUTUAL LIFE of Canada

Formerly
THE ONTARIO MUTUAL LIFE

"Prove all Things—Hold Fast that which is Good."

A Model Policy in a Model Company.

This Company's new forms of policy contract are models in all respects. They are free from all vexatious conditions. If the Assured carries out his part of the contract the Company will theirs to the fullest extent. We have the best of everything good in Life Insurance. We have policies that guarantee:—

An Income to Yourself for life.

An Income to your Wife (if you have one) for her life.

An Income to your Children (if you have any) for twenty years after your and your wife's death.

They also guarantee Liberal Cash and Loan Values and Automatically Extended Insurance for full face of the policy.

ROBERT MELVIN,

PRESIDENT.

GEO. WEGENAST,

MANAGER.

W. H. RIDDELL,

SECRETARY.



no other
furniture
polish
so good
or cheap

"3 in 1" is best because it removes quickly, cheaply and permanently all spots, scratches and streaks from veneered and varnished surfaces, and produces a high,

lasting lustre that makes any piece of furniture look like new.

The dingiest coat you ever saw will vanish with an application of a few drops. It takes but a little oil and less rub, and "3 in 1" has none of the disagreeable varnish odors of other polishes. It is sweet-smelling, and leaves no dampness, gum or grease to rub off on the clothes. Try

3 in One

as a piano polish and the result will make you happy.

Your dealer sells it. The big bottle or the little price.