

## COMMERCIAL CABLE COMPANY.

The annual statement of the Commercial Cable Company was submitted at the shareholders' meeting, on March 3rd. The report shows that the company's gross earning for 1893 amounted to \$1,842,346.98, and expenses to \$784,600.24, leaving a balance of \$1,057,746.74, a decrease in net earnings compared with 1892 of \$41,840.93. The company has paid the usual quarterly dividends of 1½ per cent.—7 per cent. for the year. It has also paid off \$600,000 of its debenture bond, and made provision for redeeming the balance outstanding of said bonds, viz., \$400,000, thus extinguishing its entire bond indebtedness. The company has contracted with Messrs. Siemens Brothers & Co., of London, Eng., for the manufacture and laying of a third cable, which is to be completed by the middle of July next. The company's whole system is in excellent condition. The following gentlemen were re-elected directors for the ensuing year:—J. G. Bennet, A. B. Chandler, G. D. Coe, C. R. Hosmer, G. G. Howland, R. Irving, jr., G. J. Ward, J. W. MacKay, J. W. MacKay, jr., E. C. Platt, T. Skinner, Sir D. A. Smith, and W. C. Van Horne.

## PETROLIA OIL SHIPMENTS.

The shipments of crude and refined, reduced to crude equivalent, which left Petrolia over the lines of the Grand Trunk and Michigan Central Railways for the month ending February 28, 1894, are as follows:

GRAND TRUNK RAILWAY.			
Crude.	Refined.	C. Equiv.	
16,320	13,230	49,395	
MICHIGAN CENTRAL RAILWAY.			
3,975	9,125	26,787	
<hr/> 20,295	<hr/> 22,355	<hr/> 76,182	
<hr/> 1893 <hr/>			
	Crude.	Refined.	Crude Equiv.
January .....	23,671	28,834	96,756
February ..	22,905	19,809	77,070
<hr/> 1894 <hr/>			
	Crude.	Refined.	Crude equiv.
January .....	25,575	32,605	107,087
February ..	20,295	22,355	76,182

## MACHINE SHOP SPECIALIZING.

Year by year the machine shops that build everything grow scarcer. Competition crowds them out of business. Steam engines, machine tools, mill work, and the like do not harmonize well enough to meet the present conditions. The fact is that a good deal of energy is required to get along with a business in either, and when the energy in a single shop is spread out too extensively it gets thin in places. A shop attempting all is likely to find it can buy either for less money than it can build. Following shop practice in this respect, the mechanic and mechanical engineer become specialists. The man who can do everything, or who knows everything, is not in demand. In the various branches of the machine business there are different requirements, and, as competition grows fiercer, the division in skill and art becomes more subtle. Whether or not this division and subdivision is better, makes little or no difference. It is the way in which the world is moving and the individual has no choice but to move along with it. It is an iron law.—*American Machinist*.

## STATISTICS OF SUGAR PRODUCTION.

The New York Times says: "The total sugar production of the world for the past year was 3,841,000 metric tons of cane sugar and 2,960,000 metric tons of beet sugar. The products of Germany exceed those of any other country, amounting last year to 1,350,000 metric tons. Cuba ranks second, with a product of 850,000 metric tons, and Austria-Hungary third, with a product of 650,000. The increase of production during the past year over that of 1889 was 1,098,006 metric tons."

—The Grand Trunk Railway car shops in Stratford are now running on full time, with the exception of Saturday.

## CATCHY SIGNS.

Not a few people are attracted by a catchy sign who would not notice one of plain construction and right to the point.

Often one is disgusted at having been the victim of a joke, so to speak, yet he cannot get away from the fact that he was fooled, and he instantly decides that the brain that invented it was a good one, and that Lively & Co. are hustlers. He enters their well-arranged establishment, and so well pleased is he that he has no trouble in thinking of some article that he needs. No suggestions are offered for such signs, for every well-managed business house has its sign-maker, who is capable of concocting original catch lines or phrases, though he has never seen or felt the necessity of applying them.

Originality, with a little ingenuity in the make-up of these signs, will undoubtedly astonish you by the number of customers they will draw. If you have never tried them, there was never a better time than now.—*Dry Goods Economist*.

## TONNAGE OF THE LAKES.

The books of the United States treasury department contain the names of 3,657 vessels, of 1,183,582.55 gross tons register, in the lake trade. The lakes have more steam vessels of 1,000 to 2,500 tons than the combined ownership of this class of vessels in all other sections of the country. The number of steam vessels of 1,000 to 2,500 tons on the lakes on June 30, 1892, was 321, and their aggregate gross tonnage 534,490.27; in all other parts of the country the number of this class of vessels was, on the same date, 217, and their gross tonnage 321,784.6. The classification of the entire lake fleet is as follows:

Class.	Number.	Gross Tonnage.
Steam vessels.....	1,631	763,063.32
Sailing vessels.....	1,226	319,617.61
Canal boats.....	731	75,580.50
Barges.....	69	25,321.12
Total.....	3,657	1,183,582.55

Tonnage built on the lakes during the past five years, according to the reports of the United States commissioner of navigation, is as follows:

	Number.	Net Tonnage.
1888.....	222	101,102.87
1889.....	225	107,080.30
1890.....	218	108,515.00
1891.....	204	111,856.45
1892.....	169	45,168.98
Total.....	1,038	473,723.60

## OVERDOING THE BUSINESS.

"A man in my business," remarked a very successful solicitor of life insurance, "can't be too careful not to be too enthusiastic in his shop talk. Of course, we must get in all the argument we can, but it must be done judiciously. I remember when I began the work, I could scarcely find adjectives enough to describe the excellence of my company. One day, however, I got a setback that taught me a valuable lesson. I had gone to a fine risk, a friend of my father's, a man of about forty, and good for the limit. He wanted \$50,000 and I wanted him, but I wasn't certain of him, for he had his mind set on another company. Just the same I tackled him, and the way I talked up my company and its very superior advantages over all others was worthy of publication on a circus poster.

"Hold on a minute, Charley," he said, interrupting me in a gushing flow of encomium. "Hold on."

"What is it?" I asked, thinking I had him.

"Do you really believe all these things you are telling me?"

"I most emphatically do."

"And do you want me to?"

"I don't want you to go into the company if you don't."

"Well," he said, quietly. "I won't go into it, because, my boy, if I believed implicitly that your company's policy embodied all the advantages to the insurer that you claim for it, I'll be blamed if I wouldn't commit suicide in order to enjoy them."

"Then he smiled and I lost him, but I never lost the lesson."—*Detroit Free Press*.

## WOOD SHEATHED BOTTOMS.

It was reported in Detroit during the annual meeting of the Lake Carriers' Association that the owners of the steel steamer "Selwyn Eddy" had contemplated putting a sheathing of wood on the bottom of the steamer, but had abandoned the idea upon learning, as it was claimed, that Capt. Herriman, lake representative of the Bureau Veritas, would give the vessel no better class than that accorded the best wooden ships, in event of the change being made. In this connection the following extract from a letter from Capt. Herriman will prove interesting:—

"As regards the efficiency or safety of a steelplated bottom sheathed with wood, I beg to state that the method is not a common one, and one that I have had but little experience with, but when applied with care and efficiency, as I understand is being done in the case of the steel vessel now building by Mr. Frank Kirby, at Wyandotte, I think it would be not only a protection to the plating but would in casual grounding be a support to the frames and floors, which I do approve of for lake waters where the vessels are so frequently taking the bottom. I regret that any remarks that I might have made on this subject should have been misconstrued, for the sheathing of a double bottom vessel can do no harm, while it will in many instances of grounding be of great benefit, and until something to the contrary is proven I shall, in classing lake steel vessels in the Bureau Veritas, give them due credit for wood-sheathed bottoms when properly applied. The steel ship with wood bottom shown in the Jan. 18 issue of the *Review* may have led to some misunderstanding. The wood-sheathed, plated bottom and the plan of wood bottom shown in the issue of the *Review* referred to may be confounded. In adopting the latter construction I hope to improve on the former, thereby making a saving of expense, not so much in the construction as in repairs when the bottom becomes damaged. While in Detroit a few weeks since, and in conversation with Capt. Brown of Buffalo and another gentleman whose name I cannot now remember, the subject of wood sheathing over iron came up, and I mentioned the case of the old iron ship 'Great Britain,' whose plating became so thin that she was condemned by the Board of Trade as unseaworthy. She was, however, sheathed to her load line with 2½ inch pitch pine, but the fastening was defective, and it was with great difficulty that they kept the ship free from water, that came in around the sheathing bolts of the perforated plating, and I think it was on her second voyage after being sheathed that she was lost and never heard from after sailing. But it was generally understood that with this vessel the work was poorly done. The statement of this fact may also have been misunderstood by my Buffalo acquaintances. I would thank you to publish this letter or its subject matter."—*Marine Review*.

"Hit doan' pay," said Uncle Eben, "to lose yoh tempuh, an' good natur' am a gre't blessin' to a community. But dah am 'casion's when er man hez ter git mad er be a hypocrit."—*Washington Star*.

—Small Boy (as grocer pours molasses into jug on cold morning)—"Here, mister, you haven't got all the molasses out of that measure!" Grocer—"That's all right, sonny, there was some in the measure before."—*New-port Daily News*.

—At Waterloo, Quebec, they measure ice by the cord. It is stated that Mr. Hale, of that place, has harvested a large quantity of ice during the past winter. He took out 75 cords for himself, 40 for the C. V. R. Co. and cut 75 for Mr. G. Hayes, the owner of several butter factories.

—The people of Deloraine are rejoicing in the discovery of a coal deposit close to their town and a plentiful supply of good water drawn from a depth of 1,963 feet. The province is full of resources in every part and the right class of people are in it to develop them to the utmost. A fair field and no favor is all they ask.—*Russell (Man.) Chronicle*.

—La Compagnie des Pouvoirs Hydrauliques de St. Hyacinthe is the name of a new association formed with a capital of \$50,000. The chief object is the working of hydraulic motive power for industrial purposes. The directors are Messrs. Louis Cote, Paul Payan, Jean Baptiste Lalime, Jean T. Godbout and A. M. Morin.