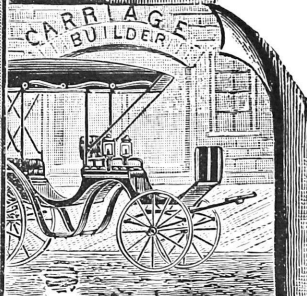


MAY 14, '92

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WEEKLY

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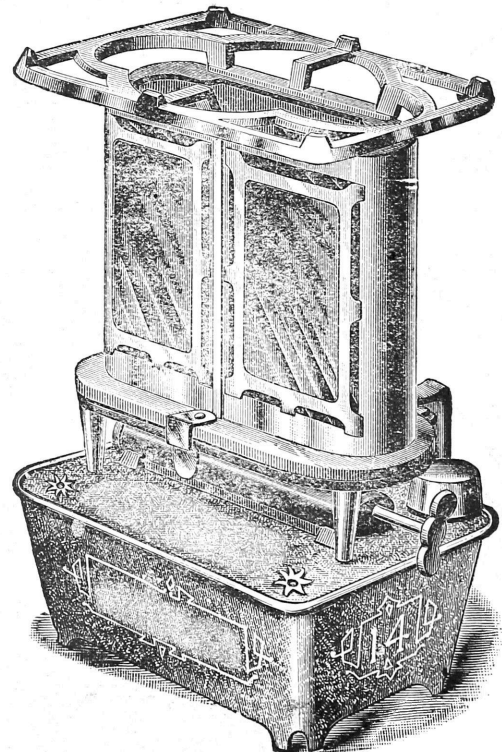
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AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 4.

TORONTO, MAY 14, 1892

No. 20

We beg to advise readers of a change in our premises. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

THIS WEEK'S MOTTO:

Work but don't be worked to death—this for the clerk and salesman.

The old question in a new form, whether the customs department of our civil service is a despotic power or not, is just now being asked in the House of Commons in a connection that has especial interest for hardware merchants. Mr. Curran, M. P., is the man who is seeking an answer to this question, having given notice of motion the other day for a return of all papers relating to the case of P. Dodds. The circumstances of this case are as follows: Mr. Dodds imported several hundred dollars worth of glazier' diamonds. These were detained at the Custom house on account of alleged undervaluation. It was finally proved that their value was properly represented, and the package was released, but on being opened was found to be empty. The Customs authorities refused to be answerable for the loss. The goods had plainly been stolen while in their care, but they would acknowledge no responsibility. In the House, the Acting Minister said it would never do for the Customs department to be chargeable for such losses, as if it were, it would be the prey of a class of frauds that could not be distinguished from cases of real loss

to receivers. While it is true that this might be a consequence of admitting such a definition of the Department's responsibility as would take in cases like Mr. Dodds', it is also true that the liability to pay for losses on goods while in the keeping of the Customs would make collectors and others more careful to see that packages were examined thoroughly and protected fully. The Customs officials have too much immunity from obligation. If banks had as much, there would be no security in the machinery for effecting commercial transactions at a distance. Surely the customs authorities are bound to take the ordinary precautions to defend themselves against fraud and importers against robbery. To claim exemption from such common duty is to regard Customs offices as sinecures, so far as the public is concerned.

* * *

Loss by fire is something that the Customs authorities ought not usually to be called upon to protect an importer against. Every merchant is rightly held to be provident enough to insure his goods against loss in transit. Nor is the fact that insurance against robbery is practically unobtainable a reason why the Customs department should afford special protection against this form of loss. But when a man's goods are detained beyond the time necessary for him to take them out of bond, and the reasons for such detention turn out to be entirely baseless, as in the case of Mr. Dodds' goods, then any loss by robbery ought to be paid for by the department. It was no fault of the importer that the goods were in the Custom house. He had duly applied for their release, and their detention proved to be upon an entirely wrong assumption of the collector. If it had not been for this detention the goods would have been in the hands of the importer, upon whom then all the onus of properly guarding them would have fallen. The case between Mr. Dodds and the Customs

Department is briefly this: He offered to assume responsibility for the protection of the goods, and the Department refused, on grounds that turned out to be insufficient, to allow him. The Department really took his place, and should clearly be answerable to him.

* * *

The Boards of Trade insolvency bill will not come before the present session of Parliament, it seems, and it is probably better that it should not. The measure is of too much importance to have to take the chances for careful consideration that it would be likely to run at the fag end of a session when business is being rushed through with more expedition than criticism. Between now and next session the mercantile class will have time to look into the bill, and try some of its provisions by concrete examples that will be likely to come up in the usual way of business. The interests that call most loudly for the Act are those of the dry goods trade. No other trade is so liberal with its credit, and perhaps no other, as a whole, extends the territorial limits of its business so far. Hence the demand from that quarter for an early enactment of a national insolvency law. Eastern customers, it is said, always give the preference to eastern over western creditors when failure comes, and the dry goods men suffer especially from this fact.

* * *

The asperities of competition are likely to be softened among the horse nail manufacturers if negotiations now pending go through. They are reported to be contemplating a combine, the details of which are being arranged by the chiefs of the industry who are now in the city. The horse nail men appear to be brittle material to make a combine of. They have made two or three false welds in the past, and unless they are sure of making a better job of this union, they would do well to remain single. Combination is a long way better than a compromise between combination and competition.

NOTES ON THE PATRON MOVEMENT

The following notes on the Patron movement have been sent in by a very fair-minded and clear-headed business man, whose facile pen is not a stranger to the pages of THE GROCER. He is one of the last to approve of making terms with the movement, but he does not believe in giving factitious strength to it by too flattering an opposition. We should be glad to have some of our readers signify how far they agree with him. He says :

It is just possible that the merchant, whose business suffers through the operations of the Patrons of Industry have not adopted the proper remedies to cure the evil. It is useless to try to obstruct the current of a popular agitation in the hands of skilful agitators. Strong opposition to the movement only acts as a dam to hold back the current for a short time, to give it head and strength to break down the barrier, whereas if the dam were not built, the current would soon run its course and abate without any more damage being done than a temporary inconvenience to those concerned.

Opposition is not only the life of trade, but it is the life of any doctrine, no matter how erroneous, that tickles the fancy of a number of the inhabitants of any country, just as persecution is the life of a sect. Opposition to any cause frequently invests that cause with the crown of martyrdom, whether it deserves it or not.

Stump orations by merchants at Patrons of Industry gatherings are of no avail in stopping the movement, but on the contrary, have a tendency in the opposite direction. The farmers, as a class, know very little about the percentage of profit required to make a business pay, and it is useless trying to educate them in the matter. Experience is the only teacher, and if left alone to work the thing out in their own way, they will in time get the same kind of experience as they got some years ago in their management of the Grange.

It is unwise for country merchants to attempt to boycott wholesale houses by withdrawing their patronage from those who sell to merchants who supply the Patrons. If the Patrons started stores of their own it would be reasonable to ask the wholesale houses to refuse to supply such stores, but it is unreasonable to ask wholesale houses to stop supplying substantial merchants who have dealt with them for years, simply because these merchants manage their business in their own way. The custom of supplying goods at an advance on cost price is not confined to the retail trade. It is not very many years since the bulk of the dry goods trade was done at an advance on the starting cost price. Cooked invoices, changes in the tariff, and the large amount of Canadian manufactures put into the market stopped this system for a time. It has however to some extent been revived of late, and staple dry goods of

Canadian manufacture are now offered by some houses at an advance on cost price, so low as to be below the actual cost of the expense of doing business.

Patron stores will not last long. Those of small capital will be refused credit by the wholesale houses, who know that they can't make it pay, and those of considerable capital will very soon give up supplying the Patrons, when, after stock-taking, they find they have lost money by so doing.

The Patrons can only be strong when they have money in their pockets. Last year there was a large crop, which gave the farmers the handling of considerable money, a great deal of which, no doubt, went to Patron stores. What were the other merchants doing in the meantime? Were they collecting the amounts which had been standing in their books for one, two, three, or more years? A few were wise enough to do so, but it is to be feared the majority were spending more time in discussing the Patron question than in vigorous attempts to collect their accounts.

It is impossible for an individual to fight against a combine, and merchants don't appear to be able to form combines of their own. They are about the only class of people who can't.

The Patrons are a combine which the merchants can't fight as a combine. Therefore it is useless to try, but every merchant ought to be able in the interests of his own business to fight an individual farmer. Therefore let him make up his accounts, demand a speedy settlement, take the farmer into his office and talk business to him in the same way as the wholesale merchant talks to his debtor who does not pay up, and if every other means fails try the strong arm of the law on him. If the merchant can't get his money out of the Patron for fresh goods, he will have more time to attend to the collection of his book debts, and if he puts his whole energy into this he will probably reap more benefit to his business than will make up for the loss of sales during the short time the Patrons will be in existence.

If he is afraid of losing custom by taking energetic steps to collect the accounts, and quietly beholds the Patrons passing his door to leave his money, not their own, at the Patron store, he is simply strengthening the Patrons and putting a rod in their hands to whip himself with.

EXCESS BAGGAGE.

The maximum weight of baggage that a traveller's ticket entitles him to carry is 300 pounds. The railway companies should raise this limit to at least 500 pounds. This concession is due to the extensive patronage which their roads receive from the commercial travellers. The railway expenses of every house that maintains a staff of travellers figure very largely in the costs of doing business, and this is supposed to go to the benefit of the railroads. Further, though the roads impose

a tax on all baggage above 300 lbs. in weight, they derive but little revenue from excess weight. Excess has to be paid for usually by the traveller, but the remuneration is small in comparison with what the road tariff provides, and seldom reaches the coffers of the company, because it very generally takes the form of a bribe. It is a means, therefore, not of swelling the receipts of the road, but of corrupting the servants of the road. It is also a cover under which now and then a traveller can run in expenses that are not strictly regular, if he be disposed to do so. A set of samples weighing 900 pounds are often carried free of charge so far as the roads are concerned, though they may net the baggage master five or ten dollars. The Boards of Trade should take this matter in hand and endeavor to obtain from the railroads a more liberal allowance for commercial baggage.

HALTON COUNTY AND THE RAILROAD.

A largely attended meeting of the Hamilton Board of Trade was held last week to protest against the action of the G. T. R. in boycotting Halton county by causing two trains per day to run through without stopping. President George E. Bristol occupied the chair, and vigorous speeches were made by A. E. Dalley, A. Turner, A. T. Wood, M. Leggat, John A. Barr and others. It was pointed out that the action of the Grand Trunk was really a blow at Hamilton's business interests by diverting the Halton trade to Toronto and away from Hamilton. On motion of W. Leggat, seconded by A. E. Dalley, a lengthy resolution was unanimously passed condemning the action of the Grand Trunk and endorsing the action of the Council of the Board appointing a committee to proceed to Montreal next week to interview Mr. Seargeant in company with the Civic Railway Committee. At a meeting of the finance committee of Hamilton's council the other day it was decided to act with the Board of Trade and send a deputation to interview General Manager Seargeant, of the Grand Trunk railway, at Montreal, as soon as possible to try and induce him to rescind the action of that railway in cutting off from the people of Halton county all communication by rail by running trains through the county without a stop. The railway people have been sued for \$6,000 by Halton county and are retaliating by refusing to stop trains at any stations in Halton. The Halton people have got legal advice that the action of the railway authorities is illegal and that they can compel the latter to stop their trains. The county council of Halton consulted its solicitors, Bain, Laidlaw & Co., of Toronto, as to the legality of the action, and the lawyers have advised that the company's course is clearly illegal. The result will be that another action against the Grand Trunk will be instituted without delay unless the obnoxious order is revoked, and Halton County has so much good fortune already with its law that it is encouraged to go ahead. Hamilton merchants whose trade is suffering from the railway's policy will wish the county success in its appeal to the courts in this case, even if they do not entirely sympathize with the action which is at the root of the difficulty.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

Messrs. Ferres & Co., hardware merchants, Hamilton, offer the Patrons of Industry cheap barbed wire.

The erection of a large storage room at Napanee Mills for the Napanee Cement Works is going forward.

Galt foundries are all very busy working overtime. MacGregor, Gourlay & Co., are building an addition to their shop, 40 x 70 feet, two-stories, of stone.

A report on the Birmingham gun trade shows an increase of 8 per cent. in the number of barrels proved in the year the McKinley tariff bill has been in operation over the previous year.

Material and machinery are being shipped to Hamilton by the Canadian Conduit Co., which will open its factory in that city in due time. It is expected they will commence operations with 45 hands.

The early closing movement is being agitated again in Morris, Man., and the merchants, with one exception, have signed an agreement to that effect, closing at 7:30, commencing June 1st and lasting until September 1st.

Efforts are being made in Victoria, B. C., to secure by mutual arrangement the closing of retail stores at 7 p. m. except on Saturdays and on the eve of public holidays. Many leading storekeepers of Victoria have already promised their assent and co-operation.

John McDonald, James Fiddes, William A. Braybrook and William E. Langford, all of Petrolea, and Charles H. Schooley, of Toronto, are seeking incorporation as the National Oil Company (limited), with headquarters at Petrolea and a capital of \$150,000.

The Toronto Committee on Waterworks will receive tenders by registered post up to 2 p.m. on Monday next for the plant at St Alban's Pumping Station. Lump tenders will be received for the whole plant, also separate tenders for the boilers, scrap iron or the suction pipes in the lake.

The B. C. Iron Works has secured the contract for all the cast iron work for the new Bank of Montreal and Bank of B. N. A. buildings, now in course of erection in Vancouver. There will be large number of iron girders and pillars used, so that the contract is one of considerable magnitude.

The Council of the Montreal Chambre de Commerce met the other day, Mr. L. E. Morin presiding. The secretary was instructed to write to the different Boards of

Trade and ask them what instructions they had given to the delegates they intended sending to the congress of Chambers of Commerce of the Empire, to be held in London, Eng., in June, the idea being to secure a uniformity among the Canadian delegates. Resolutions were adopted asking the congress to adopt the metric system of weights and measures and the decimal monetary system for the entire British Empire.

A new railway to be built for the purpose of hauling the ore of Cook and adjacent counties, has been projected. The ore can be shipped to Port Arthur, Ont., loaded on vessels and shipped by the great lakes to Buffalo, Cleveland and all other distributing points. The promoter of the line was James Conmee, M. P., of Port Arthur. He had been in Minneapolis lately furthering the scheme, and, as a result, the Port Arthur, Duluth & Western railway of Minnesota, is already projected, and active building will begin at once. Among the incorporators are Mr. Conmee and Freeman P. Lane, of Minneapolis, both of whom represent Canadian capital in addition to their own stock. The company will build north and meet the Fort Arthur, Duluth & Western railway of Canada, at the border.

MONTREAL TRADE CHAT.

J. & H. Taylor, heavy iron merchants, have removed from St. John St. to 751 Craig St.

Knud Sands, of London, Eng., one of the largest investors in Canadian phosphates, is at the Windsor.

Jas. Peck, of Peck, Benny & Co., wholesale hardware merchants, was sworn in as justice of the peace last week.

A small fire occurred in the foundry of Wm. Clendenning & Co., stove manufacturers, last week. The damage was light.

H. F. Houghton's paint store, on Bluery St. caught fire on Sunday night. The fire was small and \$100 will cover the damage done.

Mrs. Pudhomme, wife of F. Pudhomme, of the wholesale hardware firm of Pudhomme & Frere, died on Sunday night last after a short illness.

The Canadian Electric Light Company gives notice that it will apply to the Legislature at its present session for an act to amend its charter.

H. Garrigan and B. Cody have been chosen as delegates to represent the glass blowers at the annual convention to be held in New York State.

It is reported that a new electric manufacturing concern will start up in Montreal in the near future. Several well known Montrealers are said to hold stock in the new company.

Jules Laclaire a driver for the Dominion Barb Wire Company of Lachine, was knocked down and killed by another team last

week. The wheel of the other cact passed over his head grinding his face to pulp.

The insurance on Moody & Sons' factory, which was burnt down on Saturday last at Terrebonne, amounts to \$20,000. The loss to the firm is double that amount. There is an uncertainty about the firm rebuilding at Terrebonne, as several towns have offered them a bonus.

Nap. Laporte, retail hardware merchant, has moved into his new store on the main street. L. N. Denis & Co., paint and glass merchants, have moved to the main street. N. Froidevaux, painter, has moved to the same street. This makes quite a showing of hardware and paint men on the new side of the main street.

Rand, of New York; Sampson, of Medford, Massachusetts; and Jencks, and Halsey, of Sherbrooke, all manufacturers, are applying for incorporation as the Rackarock company limited, with a capital of \$35,000, and headquarters at Sherbrooke. Their purpose is to manufacture explosives and the component parts thereof.

POLITE ATTENTION BEHIND THE COUNTER.

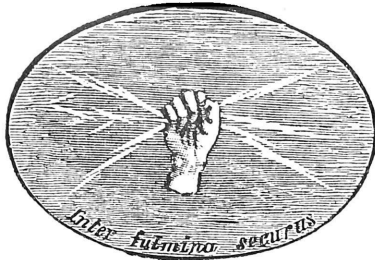
We have written on this subject before. We shall write of it again. It is a subject that will bear repetition a good many times. The cheapest article on the market to-day is politeness, and it is one of the best; and yet it is a commodity that a good many are sublimely and blissfully ignorant of. If a trader does not know how to be polite himself, then he should stay in the back of the store and hide himself, and hire men at the front and behind the counter who have the inclination and can find time to be polite for him. If he will not do this, then he should go into the nickle-in-the-slot-machine business, or retire altogether. It would be for the better for the customer, and it would prove decidedly more remunerative to the trader, were he to serve his patrons by automatic machines, rather than through the medium of inattentive and impolite clerks. How many times has a good customer been driven away on account of a surly clerk. A customer wants attention, and polite attention. It matters not who it is, be it a woman or a man, young or old, that person expects civility, at least. The writer has had many such experiences as above described, and he has ever made it a rule never to give an impolite salesman a second opportunity of exhibiting his ugliness at his expense, and there are thousands similarly situated. It seems astonishing that a merchant who expects to succeed should overlook, or, as is often the case, care so little about who serves his customers and how they are served. It is not obsequiousness that is wanted, but a civil answer to a civil question. It is only by politeness with a desire to please and satisfy the customer, that a profitable and satisfactory trade can be built up.

We know some people who would do well to cut this out and paste it in their hat.—
Ex.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - - TORONTO.



JUST RECEIVED

Schultze Smokeless Gunpowder

In 1-2 lb., 1 lb., and 25 lb. packages.

The Best Sporting Powder Made.

SHEFFIELD.

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NEW YORK.

TORONTO ENGRAVING CO.
 53 KING STREET, W. ENTRANCE ON BAY ST.
 BEST CLASS WORK - MODERATE PRICES
 CUTS FOR ALL ILLUSTRATIVE PURPOSES.
 ONE PROCESS.
 WOOD ENGRAVING
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BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool	Steamships.	From Montreal.
Sat'y, April 16	Lake Huron...	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nipigon...	" June 1
" " 21	Lake Huron ..	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.
 The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.
 Each steamer carries a duly qualified surgeon and experienced stewards.

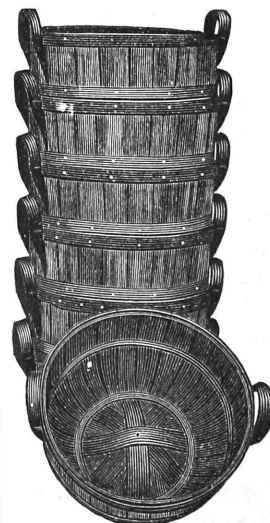
Rates of Passage, Montreal to Liverpool.

SALOON, \$40 and \$50. According to Accommodation.
 ROUND TRIP, \$80 and \$90.
 The \$40 and \$80 rates are per Lake Nipigon only.
 INTERMEDIATE, \$30. STEERAGE, \$20.

Passages and Berths can be secured on Application to the Montreal Office or any local Agent.
 For further information apply to

H. E. MURRAY, Gen. Manager,
 4 Custom House Square,
 Montreal.

THE OAKVILLE BASKET COMPANY,



Manufacturers of
 1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
 BASKET CO.,

OAKVILLE, ONTARIO.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED
TROUBLE WITH
FLOOR PAINTS



I'VE USED IT.

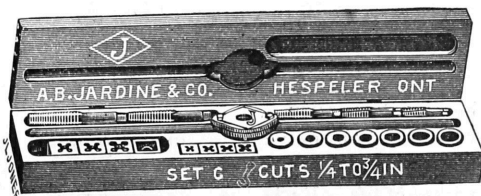
It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at \$1.00 gal. Send for Cards to
Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

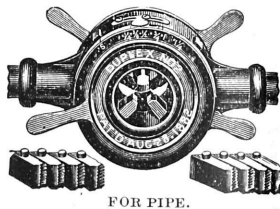
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



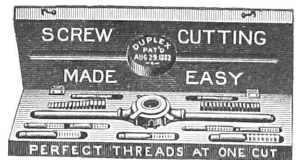
FOR PIPE.

THE ADJUSTABLE
"DUPLEX" DIE STOCK

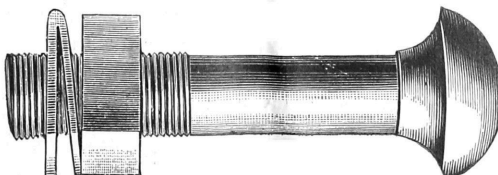
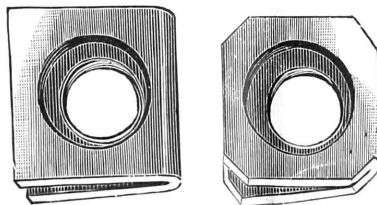
Quick. Accurate. Durable.
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK
(Patented 1890.)

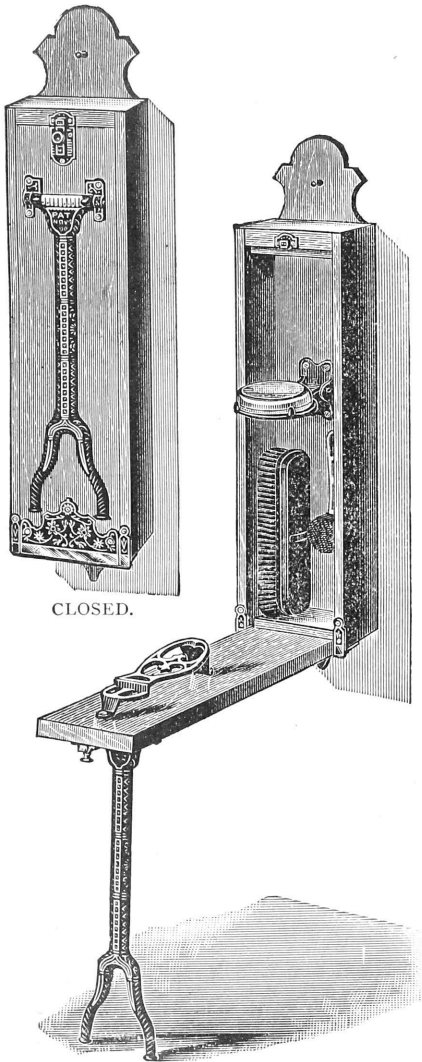
Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

THE UTILITY BLACKING CABINET.

The Utility Cabinet is offered as a first-class outfit. The idea is novel and practical, the workmanship and material the best. The Cabinet occupies but little room and is never in the way. When not in use it is an ornamental piece of furniture. It can be opened readily and can be closed with facility. The leg is self-adjusting. It always supports the foot rest firmly at a convenient height. The



iron holder secures the blacking box, also automatically falls in position when the cabinet is opened, and is shut in by the foot rest when closed. Hence one will not soil his hands. The brush and dauber each has a suitable place, and they are within easy reach.

The Cabinets are made of selected hardwood, finished in a manner to harmonize with the finest interior wood work. The metal is attractive in design—made from special patterns—of sufficient strength without a clumsy appearance.

Each Cabinet is furnished with an excellent bristle brush, a dauber and a large box of blacking, which are worth one-half the cost of the entire outfit.

A bottle of ladies' shoe dressing can be

kept in the Cabinet under the dauber. The Cabinet can be readily fastened securely to the wall or wainscoting with screws, which are furnished. In many houses the bath room will be found a convenient place for a Cabinet. It is made by the Gilbert & Bennett Man'g Co., 42 Cliff street, New York.

A LETTER OPENER.

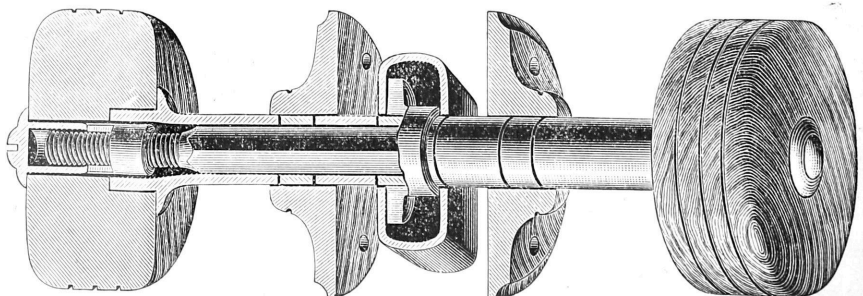
The accompanying cuts illustrate a Letter Opener put on the market by the American Cutlery Co., 193 Mather St., Chicago, Ill.



This Company makes more fine lines in these goods, new and improved ones being added to its nickel plated No. 320.

SELF-ADJUSTING DOOR KNOB.

In this manufacture of knob no side screws are required in attaching the door. The adjustment is to the hub of the lock, and consequently requires no re-adjusting, as the swelling and the shrinking of the door does not effect the free working of the knob. Durability is guaranteed by the fact that it is substantially a bolt secured by a nut, and binds the knob to the lock in such a way that it is impossible to get loose. These knobs can be used with any style or make of locks and latches, the spindle being the same size as those used by all lock manufacturers. Once properly attached to the lock, it will always remain in order, there being no possibility of the knob getting loose on the neck, and no lateral or end play. Builders will note that the Self-Adjusting Knobs can be put on and properly adjusted to the doors six-to-one faster than the ordinary knob, making a saving in consequence of from ten to fifteen per cent. in labor. The knobs are



made of all varieties of hard wood, bronze, porcelain, mineral, etc., but the manufacturers are making a specialty of wood knobs. Sample orders will be sent subject to approval, and the knobs guaranteed in all respects, especially as to strength, durability and perfect adjustment. Sample knobs are sent on application to the manufacturers, C. F. Heim & Co., Shamokin, Pa.

BRAINS IN THE STORE.

It seems to me that many men who would make very respectable officers of the United States could not successfully run a country store. The anxieties of such would wear them out. Consider the varied ability that the store requires—the foresight about the markets, to take advantage of $\frac{1}{8}$ per cent. off or on here or there, the vigilance required to keep a "full line," to dispose of goods before they spoil or the popular taste changes, suavity and integrity, duplicity, fairness, and

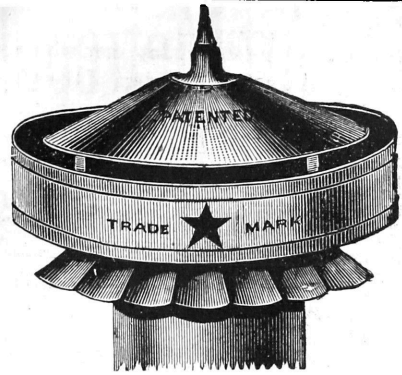
adaptability needed to get customers and keep them, the power to bear the daily and hourly worry, the courage to face the ever present spectre of "failure" which is said to come upon ninety merchants in a hundred the tact needed to meet the whims and complaints of patrons, and the difficulty of getting the patrons who grumble most to pay in order to satisfy the creditors.

When the storekeeper awakens in the morning he feels that his business is not going to come to him spontaneously; he thinks of his rivals, of the perilous stock, of his debts and his delinquent customers. He has no "constitution" to go by, nothing but his wits and energy to set against the world that day, and every day the struggle and the anxiety are the same. What a number of details he has to carry in his head (consider, for instance, how many different kinds of cheese there are, and how different people love and hate the same kind), and how keen must be his appreciation of the popular taste! The complexities and annoyances of his business are excessive, and he cannot afford to make any mistakes; if he does he will lose his business, and when a man fails in business (honestly) he loses his nerve, and

his career is ended. It is simply amazing, when it is considered, the amount of talent shown in what are called the ordinary businesses of life.—Exchange.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

The neglect to look after minute details in the factory is a source of great loss to many producers.



—USE THE—
STAR * VENTILATOR
 For the VENTILATION of
 Churches, Public Buildings, School Houses,
 Theatres, Residences; Cotton, Woolen and
 Carpet Mills, Machine Shops, Foundries,
 Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,
 PHILADELPHIA. CHICAGO.
 NEW YORK. LONDON.
 KANSAS CITY

WALKERS, PARKER & CO., LTD.
 Lead Smelters,
 London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON
 APPLICATION.

James Hutton & Co.,
 Agents.
 MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if
 hands are chilled, or
 with gloves on and
 without looking for
 nicks in blades.

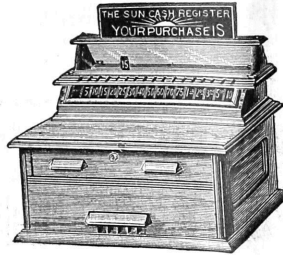
No more breaking or
 bending of finger nails.
 Opens by simply push-
 ing a button. Every
 blade warranted hand
 forged from the very
 finest Sheffield silver
 steel.

We manufacture High
 Grade Knives only.
 Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
 GANANOQUE.

WHY PAY \$200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for \$40.00.



The "SUN" will accomplish as much, do it as easy, and is as ser-
 viceable.

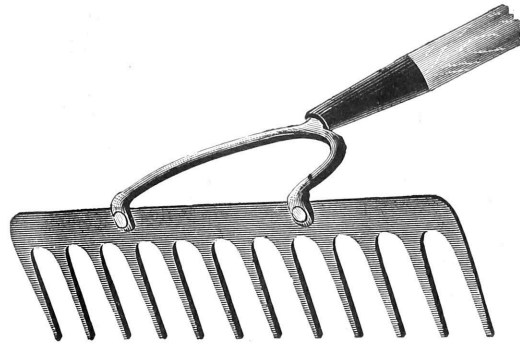
The "SUN" is the Register for the people.
 It is the very latest, simplest, and best register for the money yet
 offered. Every Merchant can afford to have one or more SUN RE-
 GISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.
REMEMBER: That the little metal ball accomplishes in the
 "SUN" what complicated and intricate mechanism does in the
 National.

For further particulars, address
WALTER GROSE,
 432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

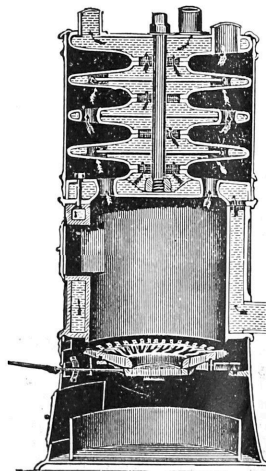


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and
 consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



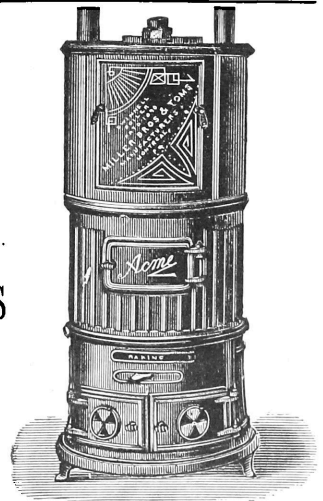
-THE-

Acme

HOT WATER BOILER
 STANDS AT THE HEAD.

MILLER BROS. & TOMS
 MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
 AGENT.



Green Cloth and Screens--

18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40 and 42 inch in
 stock.

Window and Door Screens--

All Sizes, Hardwood Oil finish, best in the Market.

Write for Catalogue and Price List.

MANUFACTURED BY
The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

SUSPENDED SUCCESS.

Why is it that so large a percentage of business houses lose ground after having made a promising beginning?

It cannot be accidental, much less a business freak. Its very regularity proclaims the existence of an undeviating reason for it.

What can that reason be?

Once to discover it for a certainty is to learn how to avoid the fatal fault ever afterwards.

In the first place, the advertising that admittedly wrought prosperous results ceased to be systematic and continuous. Right at this point its assumed intelligence gave way. To falter or pause in the first flush of triumphant encouragement is to abandon the grounds of original confidence, and to confess it to be deceitful and illusive rather than trustworthy and substantial. If intelligent advertising is the one right and sure course at the start, the subsequent neglect of it can only be the wrong and fatal one.

In the second place, advertising is treated by its acknowledged beneficiare in a haphazard, hit-or-miss, run-for-luck way. It ought to require a great deal more courage to experiment as an advertiser even carelessly, much more with aimless recklessness, than after a digested method and with a defined purpose. Yet it oftener seems as if it did not, after all.

In the next place, individual conceit is too frequently born of the prosperity newly attained by advertising. A certain percentage of ambitious men in business only want a limited degree of external encouragement to lead them to think they can achieve all further success without assistance. They ignore the ineradicable fact that the law of modern trade refuses to recognize any longer the solitariness of mere individualism in the vast and restless realm of traffic. It is an increasingly social age that we live in, and trade and commerce above all else have made it so.

Finally, the business houses that fall into inevitable decay from this cause leave off advertising just at the turning point of their established prosperity. Starting out right, they stopped too soon. At this critical juncture another house comes in, inspired with the requisite amount of intelligent courage, and takes up their enterprise right where they deserted it, and propels it to phenomenal success. Is the old Suez Canal story over again.

What one party abandoned because of the cost, another party stands ready to take up at its abandoned stage and carry through triumphantly.

The Egyptian Canal experience supplies as good an illustration as anything else can of the causes of failure or decadence in business enterprises from the gradual or timid abandonment of systematic advertising. If it is true, as it now stands universally confessed, that little or nothing can be accomplished in business without its all-powerful aid, then it becomes self-evident that it should never be weakened or withdrawn so long as success forms the main object of business pursuit.

One thing at a time; the concentration of available resources; slow and growing expectations—here is the advertising secret clearly revealed.—T. H. Cahill in Advertising.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.

Three Rivers.
Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

The Art Metropole

131 YONGE STREET,
TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

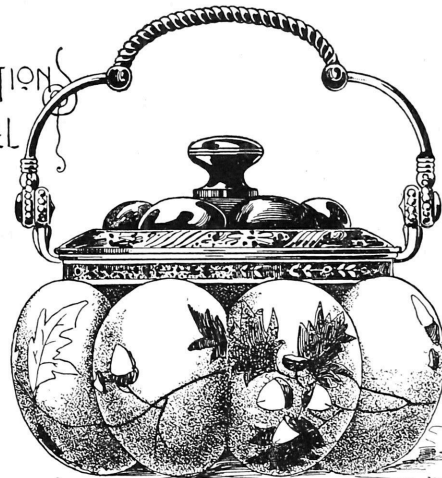
If you handle this line of goods, it will certainly pay you to get quotations.

THE TORONTO SILVER PLATE CO., Manufacturers of LETTERED SILVER and ELECTRO SILVER PLATE.

ASSORTED DECORATIONS
IN PERMANENT ENAMEL
COLORS & GOLD

COVERS
QUADRUPLE PLATE
OLD SILVER FINISH
LACQUERED

Height to top of handle 5 1/2 inches



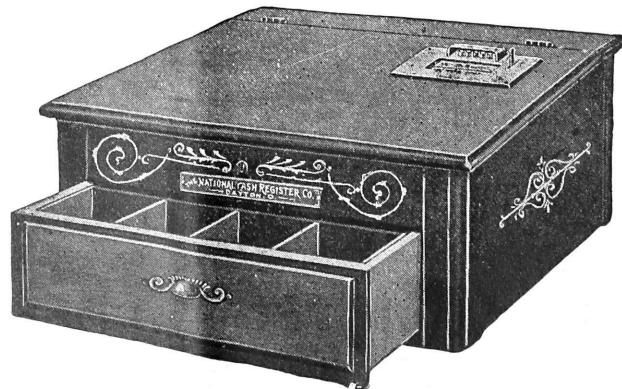
FOR
MARMALADE.
SUGAR.
BOU BONNIERE.
JEWELRY.
OR ROSE LEAVES

All goods bearing "TORONTO SILVER PLATE CO.'S" name are guaranteed by them.

E. G. Gooderham | Factories and Salesrooms--Toronto, Canada. | Jno. C. Copp, Sec.-Treas.

Autographic Cash Registers.

Before ordering any Autographic Register, see the NATIONAL. Guaranteed equal to the PECK, the STANDARD, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

\$15, \$20, \$25, \$30,
\$50, \$60, \$75,
\$100, \$125, \$150,
\$175, \$200,
\$225 and \$250.

No. 33 AUTOGRAPHIC, with Combination Lock, \$20.

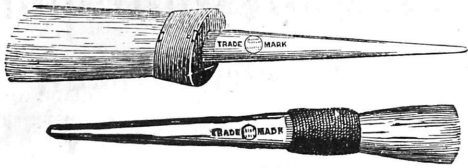
Why pay others \$30 or \$40 for an Autographic Register when we will sell you one superior to any other made, for \$15 or \$20?

THE NATIONAL CASH REGISTER CO.,
DAYTON, OHIO, U. S. A.

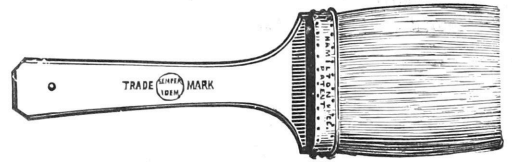
Canadian Salesrooms: Toronto, Ontario, 63 King Street W
Halifax, N. S., 107 Hollis Street.

Montreal, P. Q., 174 St. James Street.
Winnipeg, Mar., Main and Queen Sts

PAINTERS' BRUSHES.



TRADE MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO., TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

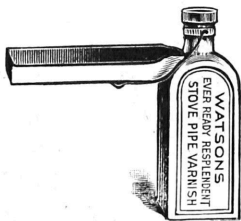
**Window, Plate, Car,
Figured, Ornamental
and Rolled Glass.**

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

“Pilkington Bros.”
“St. Helens,”
“Lancashire.”



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes,
Piano and Furniture Polish,
Stove Pipe Varnish, etc.

PARIS, ONT.

FRANK S. TAGGART & CO.,
89 King St. West, TORONTO.

SOLE CANADIAN AGENTS FOR

PIGOU, WILKS & LAWRENCE, LTD. Winners of all Field Trials for pattern and penetration “ALLIANCE” Brand price per. 25 lb. keg \$10. Price per. 1 lb. tin 60c.

E.C. SMOKELESS POWDER CO., Ltd. This smokeless powder possesses special features which place the E. C. in the Front rank as a Sporting and Trap Powder. Price per 1-lb. Tin (equal to 2-lbs. Black) \$1.75. Price per 25 lb. Drum \$37.50.

New Club Shells Loaded with P. W. & L. (Alliance). 10 ga. per. C. \$2.50. 12 ga. per. C. \$2.25, ditto with E. C. Schultze or American wood. 10 ga. per. C. \$3.50. 12 ga. per. C. \$3.

Agents for Standard Keystone Targets and Traps.

Frank S. Taggart & Co.,
89 KING ST. WEST, TORONTO.



MONTREAL MARKETS.

MONTREAL, May 13, 1892.

The condition of the iron and heavy material market is about the same as last week, with a few small sales noted in appended report. Prices are somewhat easier in some lines, but the general appearance of things are about the same. Chemicals are in fair demand but not to a startling extent, cement is moving at easier prices for round lots, and the only line that can be called brisk is the paint business, as this season is considered their harvest time, large lots of above goods are going forward every day, and manufacturers and dealers have their hands full to meet prompt delivery. Oils are quiet but firm with a fair trade doing. Naval stores have not opened out fully as yet, but dealers are satisfied with trade at present. We may say with the present low prices in all lines business ought to brighten up soon. The majority of dealers say that they expect an advance of prices all round soon, they consider prices low now.

PIG IRON.

The local pig iron market is dull but steady, several small lots of inferior grade stock having arrived. Buyers are still holding off for lower prices which are forced to come when the new stock arrives in quantities. There is still a lot of old stock Carnbroe in store here for which dealers are asking \$19. New stock to arrive is being quoted at \$17.50, but none has come to hand as yet. We hear of a sale of 100 tons Langham at \$19, but this is the only sale of any size we have to report. Middleboro is offering ex wharf at \$16.50, and a few small lots have been moved at that figure. The above are the only three lines that have arrived as yet. Summerlee is offered at \$19 to arrive, but buyers do not seem to take hold freely at that figure. American pig is said to be making headway in Canada, having got as far as Peterboro', the freight being about the same as that to Montreal.

BAR IRON.

Bar iron is still without change and the only trade doing on spot is a small jobbing one. Manufacturers say they expect business to brighten up soon, as it is now, it is

very quiet, but whether this will prove true it is hard to say. We quote \$1.85 for wholesale quantities and \$2 in a jobbing way.

SCRAP IRON.

It is hard to report anything new in scrap with the small business doing at present. Mills are said to be well stocked and the only trade doing on spot is a very small one. We still quote former prices viz: \$17 for wrought scrap, and \$13 to \$14 for cast scrap according to quality.

TIN PLATES.

The only feature in tin plate is the easier feeling in cokes which are quoted at \$3.30 to \$3.50. A few small lots have moved ex wharf at the above figures. Charcoals are still held at old prices except a lot of inferior stock which moves at easier prices. We quote cokes \$3.30 to \$3.50 and charcoals \$3.75 to \$4.50. The stock that arrived here ex steamship is confined to cokes.

TERNE PLATES.

Terne plate is still featureless, and outside of a small jobbing sale there is nothing new to note at present. Prices, however, are still held at the old figures, but it is thought a concession will have to be made before much business is done. We quote \$7 to \$8.

CANADA PLATES.

The demand for Canada plate is still restricted to small jobbing sales, and with the present state of affairs it is hard to say when it will pick up. We have no doubt a concession would be made for a round lot. We still quote \$2.65 to \$2.75.

COPPER, ETC.,

Locally copper is without change, and is easy at the decline noted some time ago. The same remarks apply to other metals. We quote copper 12 1/2 to 13c. and ingot tin at 22 to 22 1/2c.

NAILS

Nails are still having the same fair movement for ordinary stock on the old basis—viz., \$2.45. Steel wire nails also have fair call at following prices:

STEEL WIRE NAILS.

40 dy to 60 dy per keg	.....	\$3.00
9 dy to 30 dy	.....	3.25
8 dy	.....	3.50
7 dy	.....	3.75
6 dy	.....	3.75
5 dy	.....	4.00
4 dy	.....	4.25
3 dy	.....	5.00
3 dy fine,	.....	6.25

GENERAL HARDWARE.

Trade at this point is very good, and all the houses say that they are satisfied with the state of affairs. Builders' supplies move off more freely during the week. This goes

to show that operations must have started at all points. Garden and harvest tools also have the same steady demand as noted last week. And now the retail trade are buying more freely this has the desired effect on the state of affairs in all lines. Payments are on the whole fair and no fault can be found with the way they are coming in. Manufacturers' agents have been working hard during the past few weeks to ship spring orders.

CHEMICALS.

The only thing new in chemicals is the reported advance in bish-potash and soda, which is held firm. The business doing on spot is fair with good enquiry from all points, and with present prices business ought to improve very soon. We quote:

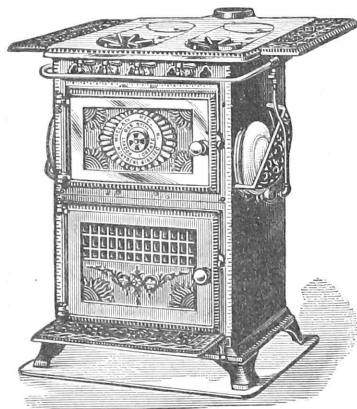
Bleaching powder,.....	\$2.30	to	\$2.50
Bicarb soda,.....	2.35	to	2.50
Sal soda,.....	0.90	to	1.10
Caustic soda,.....	2.50	to	2.75
Soda ash,.....	1.75	to	2.25
Chlorate potash,.....	0.22	to	0.25
Alum,.....	1.75	to	2.00
Copperas,.....	0.80	to	1.00
Sulphur flour,.....	2.50	to	3.00
Sulphur roll,.....	2.25	to	2.75
Sulphate of copper,.....	4.50	to	5.50
White sugar of lead,.....	0.08	to	0.12
Brown sugar of lead,.....	0.07	to	0.10
Bich. potash,.....	0.00	to	0.10
Bich. soda,.....	0.00	to	0.08
Logwood per 100 lbs.....	2.00	to	2.25
Sumac, Sicilian,.....	70.00	to	75.00
Pruss, potash, yellow.....	0.30	to	0.32 1/2
Cutch,.....	0.08 1/2	to	0.09 1/2
Gambier,.....	0.06	to	0.07
Madras Indigo.....	0.60	to	0.80

GLASS.

Glass meets with a fair demand in the regular way. Old stocks on spot are light. The new stocks that are arriving will not materially change prices. Dealers are still talking firm, and business on the whole is as good as it was at the same time last year. We quote \$1.35 to \$1.45 for first and second breaks per 50 feet, and \$3.20 to \$3.40 for thirds and fourths.

PAINTS AND LEADS.

The spot paint market continues to have good movement in mixed and fine lines, and manufacturers have their hands full to fill orders with promptness. One dealer hear is working night work to get his orders off with despatch. He also reports the trade this year is better than last. Orders from the west have been especially large this spring, and the trade all seem satisfied with the state of things. Leads also have good enquiry and prospects are brighter for the coming summer. Choice brands of paint,



GAS STOVES.

The best features that scientific and practical experience have demonstrated are embodied in OUR CABINET STOVE. They are very handsomely carved and heavily nickeled. All users gladly give highest praise. One placed will quickly sell others.

We also make stoves of one, two or three burners.

The McClary Mf'g Co..

LONDON, TORONTO, MONTREAL, WINNIPEG.

MARKETS.—Continued

Government standard, \$5.50 to \$6; No. 1, \$5.00; No. 2, \$4.50; No. 3, \$4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

There is a fair local demand for oils, and this with good enquiry from the west makes things look up all round. Linseed oils have taken a drop during the week but not to any great extent, and the trade here say this is the lowest they will go. If this be true the retail trade may look to an advance as the dealers say things are bound to go up all round. This is the general feeling of the wholesale trade at this point. We quote:—Cod Newfoundland to 45c.; seal, steam refined 50 to 52½c.; linseed raw 56 to 58c.; linseed, boiled 59 to 61c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to \$1; cod liver oil Norway \$1.05 to \$1.25; turpentine, 56 to 58c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

There is a brisk demand for jobbing lots of cement, several enquiries coming from the west both for shipment from stock and to arrive. Prices here are still weak and stocks light. Firebrick trade is good at firm prices. We quote: Belgian \$2.10 to \$2.15; Newcastle, \$2.25 to \$2.35; London, \$2.35 to \$2.50; firebricks, \$20 to \$25 per 1,000; and off ship \$17 50 to \$22

NAVAL STORES.

There is a fair local enquiry for naval stores and the ship chandlers are well satisfied with the way the season has started but, it will not be opened fully till the middle of this month. Turpentine is firm but rosins are easy. We quote: Turpentine, 58c. rosin, \$2.50 to \$5, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch \$2.60, pine tar \$4 00, rosin \$2.50 to \$4.00

PETROLEUM

The demand for petroleum continues very small. Prices are still being cut and quotations are to be taken as nominal, for it is impossible to say what rates are being taken. Sales of bulk oils are reported at a loss of from half a cent to a cent per gallon. Business in other lines is about the same. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; Ameri-

can benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, May 13, 1892.
HARDWARE.

The trade is now fairly launched upon the quiet season that follows spring shipping. It is not necessarily a season of absolute quiet, but always is one of relative quiet, the active April spell being the basis of comparison. May keeps up fairly well the usual average of that month. The country demand in the way of supplemental or reserved orders is very good, the orders being of the usual assorted character that the trade are used to at this time of year. Sorting up is not expected to be very large just yet, however. Retailers are not supposed to have got under full sail. Their stocks are consequently expected to be nearly intact in many lines, as the season for a strong consumptive demand has not opened for some staple goods. Shovels, spades, garden tools, chain, rope, etc., are lines in current demand among the retailers, and the fact that they are selling a fair amount of this class of stock is manifest from the call for additions to their stock. Barb wire and fencing wire are also among the goods included in the after call. Toronto retailers and manufacturers are cutting a bigger figure in the demand than they were. Prices have not varied in anything, the occasion for cutting having pretty well passed away with the excitement of catching business for future delivery. In other respects the week is bare of events. Money comes to hand tardily enough, and if remittances were as satisfactory as orders, the trade would wear a smiling front.

BARB WIRE—This line has received its chief attention this spring in orders from stock. These come forward quite freely still, the majority of current invoices calling for a parcel. Prices are steady.

BINDER TWINE—Quotations are still in reserve. Manufacturers expected to divulge their prices before this, but they still excuse their delay by charging it to the unsettled United States tariff on this product.

BOLTS—Are fairly active. In carriage bolts the demand is particularly well maintained at 70 per cent. off the list.

BUILDERS' HARDWARE—The demand from the country is still considerable. From the city it continues to be on the quiet side.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING CO.
MANUFACTURERS TORONTO

CHAIN—Is still in seasonable interest, small orders coming forward in pretty close succession.

CORDAGE—The brunt of the demand is past. Occasional sales are made at unchanged prices, viz., upon a basis of 12¼c. for Manilla, 10¼c. for Sisal and New Zealand and 8¼c. for tarred lath yarn.

HORSE NAILS—The quotation remains 60 off the list for C, and 60 and 5 off the list for P, B, and M. It is rumored that the manufacturers are about to combine.

HORSE SHOES—A small trade is all there is doing. The price is \$3.60 to \$3.70.

NAILS—The run of trade is still in small lots. Prices have not varied.

TACKS—There is no ground for comment in the condition of current trade.

WIRE—A fair outward movement goes on, without other feature to note.

METALS.

There is nothing exceptional either on the one hand or the other in the volume of the output of the warehouses. Carloads are not in request, the magnitude of the orders being of the small gauge. Metal workers are ordering often rather than largely. In regard to prices the most notable thing is a general absence of fluctuation.

ANTIMONY—The English market has had an advance recently, of which the effect is greater firmness here. Cookson's quotes at 14½c., other grades quote at 13½c.

CANADA PLATES—The booking of orders for future delivery goes on slowly. Blaina is \$2.90 to \$3, Abercane and Alloway \$3 to \$3.10, and Bright is \$3.25.

COPPER—The price is easy and the demand dull. It is possible to shade 14c. for ingots.

GAVANIZED IRON—This is one of the metals in leading request. The price of 28-gauge, which may be taken as a basis, is 5¼c. in ordinary lots, but for round lots this price could be bettered.

LEAD—There is not much call for lead, and the price is weak. Domestic is steady at 3¾ to 3½c., and imported at 3¾ to 3¼c.

GALVANIZED BUCKETS--English and American Patterns.

Japanned Ware. Stamped Ware.

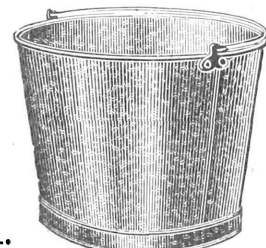
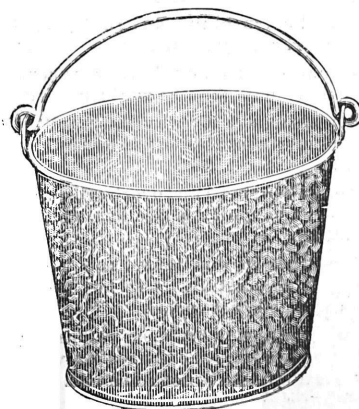
Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings.

Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 St. Paul St., Montreal.



MARKETS—Continued.

SHEET ZINC—For this metal the demand is moderately good. Casks are worth $6\frac{3}{4}$ c., broken lots $6\frac{5}{8}$ c.

SPELTER—Is fairly active at $4\frac{3}{4}$ c. for domestic and $5\frac{1}{4}$ c. for imported.

TIN—The demand is probably more active for tin than for any other metal. It has had a more unsteady price, too, than any other metal, prices having gone up and down pretty often lately. The quotation is firm at last week's prices for ingots—viz., 23 to 24c.

TIN PLATE—Business continues to be much more backward than it was a year ago. Prices are unchanged.

IRON AND STEEL.

The sales of pig iron, though not individually large, aggregate a very fair-sized volume this week. Stock on contracts made some time ago is arriving in large quantities. A few 200-ton lots have been placed since last report. Prices of British pig have been steady since last week, and it is supposed the bottom has been touched. Southern iron is easy and selling fairly well. Two or three small lots of Siemen's iron have been placed at full prices.

Manufacturers are very busy, many of them, particularly engine and boiler makers, working overtime. This makes the demand for bar iron strong and steady. The inside quotation for merchant bar is \$2.05.

OILS, PAINTS AND COLORS.

An error in last week's report put $1\frac{1}{2}$ c. on the wrong side of the previous quotation for linseed oil. It should have been credited to a decline instead of to an advance. The price is now $56\frac{1}{2}$ c. for 1 to 3 barrels of raw, and 56 for 4 to 10 barrels. Boiled is 3c. above these prices, that is $59\frac{1}{2}$ c. for 1 to 3 barrels, and 59c. for 4 to 10 barrels. The above prices apply to Toronto, Hamilton, London and Guelph. Outside of these cities 2c. advance on the quotations given is charged. Linseed oil advanced 1c. in England on Tuesday. Turpentine is now lower than it has been for years, 50c. per gallon being now the price. All paints and paint constituents are otherwise unchanged.

PETROLEUM.

Few sales of importance have been made, the business of the week being at a very ordinary rate of distribution. Prices have not varied, 14 to 15c., being the range for Canada refined.

The Petrolia Advertiser reports: Petrolia crude \$1.25 per barrel; Oil Springs crude \$1.25½ per bbl. The crude oil market is on a firm basis of \$1.25 and there is not much offered at these figures. The feeling is quiet, and has about the same tone that is generally prevalent at this season of the year. The same may be reported as to the refined article, the busy season is about over and we may not expect to see any great changes for a few months to come, when dealers will commence to purchase for their fall supply. Of course a good many things may occur before then in the trade to effect the business, and it is really too bad that the manufacturers cannot obtain a better price for their commodity. Unison of action amongst them would fill the bill, but from past experience they have always agreed to disagree. The lubricating oil trade has a boyant feeling, and justly so, as nature has provided us with the raw material for manufacturing some of the finest lubricants and containing more viscous properties than any other produced in the world. Every expert knows that paraffine in solution is the best of lubricator, and we have it right here in our crude oil.

Of course there have been lots of poor goods put on the market and have been ever since mineral lubricants were known.

Those consumers who are always on the look out for "bargains" were sadly taken in, and the lessons of the past few years have caused buyers to look after their interests more closely. There are still some inferior grades floating about, but the great majority find a resting place on the retired list. Improved processes for manufacture have worked a revolution in the lubricating oil line, and the increased demand of petroleum lubricants over animal or vegetable oils is assurance that this demand has come to stay. Our grades and brands are definitely established, and every barrel will be found exactly what it pretends to be

GLASS.

Glass is active and scarce on a basis of \$1.35.

OLD MATERIAL.

The week has developed nothing new in old material, the price remaining at the points indicated in last report and business being of about the same magnitude as it was then. The following are the quotations: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper $9\frac{1}{2}$ c.; old copper bottoms, 8c.; light scrap brass $5\frac{1}{2}$ c.; heavy yellow scrap brass $7\frac{1}{2}$ c.; heavy red scrap brass $8\frac{1}{4}$ to $8\frac{1}{2}$ c.; scrap lead 2c.; scrap zinc, $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap rubber, $2\frac{1}{4}$ to $2\frac{1}{2}$ c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—No change is to be noted. No. 1 green cows' are $4\frac{1}{2}$ c. Cured are steady at 5c.

SKINS—Sheepskins are \$1.15 to \$1.30, lambskins are 20., calfskins 5 to 7c.

TALLOW—Is very plentiful. The quotation is weak at $5\frac{1}{2}$ c. for rough.

WOOL—Fleeces are dull and unchanged at 18c.

ANTIFRICTION METALS FOR HARDWARE TRADE.

The best metal to handle in trade is that which is the best, and that which gives the best satisfaction to your customers, and is recognized as a first class article by engineers and machinery builders, and mill and machinery owners, of all kinds. Spooners Copperine fills your wants exactly, being handsomely put up, and a better article than can be made by any foundry in this country, and withal so much cheaper. Too much cannot be said in favor of this article. It is used in all the best machinery in this country, notably in Toronto Water Works, by electric light companies, the largest grist and saw mills, and by all the leading manufacturers of machinery. A merchant who carries Copperine in stock, and no other cheap jack metals, will be sure to sell a lot of this metal. It is advertised as Canadian made and stumps the world

HE GOT AHEAD OF THE BANKER.

One of the richest of the Wall Street bankers, a gentleman of very amiable disposition usually, has conceived a violent dislike of peddlers in consequence of a smart trick that one of that class played on him a day or two ago. In defiance of the conspicuously-posted notice, "Beggars and peddlers not allowed in this office," a soiled and hungry-looking vendor of illuminated calendars pushed his way into the banker's private office and insisted that the rich man must buy a calendar to help "a starving fellow-creature." He bothered the banker with his ill-smelling presence so long that his departure was purchased for half a dollar. The banker pointed to two or three calendars hanging in his office, and said that he had no use for another one. The peddler, however, volunteered to leave one at the banker's house that evening. The banker paid no attention to that offer, but when he reached home that evening his wife informed him that a man had been there only a few minutes before and left a calendar. "He said that you sent him here," remarked the wife, "and told him to collect a dollar from me."

"Did you give him a dollar?" asked the banker, with rising choler.

"I did," said the wife.

The banker muttered a few harsh words to himself and, summoning his butler, sent him out into the street with instructions to "find that blamed peddler and bring him back." The butler overtook the peddler a couple of blocks away and bade him return to the house at once. "My master wants to see you," said he.

"Vy, yaas; I vus shust at der house and vas miss him," drawled the peddler, with sublime assurance. "But I know vat he vants. He vants a calendar. Here it is. I am in a hurry. You gif me der fifty cents and he vill bay you." The unsuspecting butler handed over the half dollar, took the calendar, and hurried back to his master with a beaming face. The beam did not retain its beaminess long.—Ex.

Restore goods to their proper places as soon after using as possible

A feather duster disperses but does not remove the dust from the store.

Every line of goods embodies a history and a science worth years of study to understand

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Competition is keen and active, and the only way to meet it successfully is to buy from best houses, and at lowest prices.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

CARD.—THE ADVERTISER WHO HAS BEEN connected during the past twenty-five years with some of the most important wholesale importing firms in Montreal, and has had an extended experience in travelling in Canada and Australia, purposes making a business trip to the North-West and British Columbia if sufficient and appended business commissions can be secured at an early date. Correspondence solicited, addressed Mr. Wm Small P. O. Box 1554, Montreal. 23

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York

WANTED—AGENTS TO HANDLE SIDE line for harness trade. Sample light. H. E. Evans Mfg. Co., Racine, Wis. 20

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. 14

We Please Them All!

We deduct from prices the cost of travelling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

GLASS.

Window Glass,
Colored Glass,
Enamelled Glass,
Rolled Glass.

See latest designs in

FANCY IMPERIAL
and
MECHANICAL EMBOSSED.

A. RAMSAY & SON,

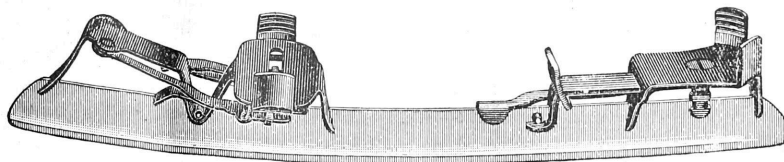
Established 1842.

MONTREAL.

FORBES' NEW PATENT.

GLOWING OPINIONS FROM ALL POINTS.

ACHIEVED ! ACHIEVED ! ACHIEVED !!



PRICES REDUCED AND GOODS IMPROVED. Write for full information in GOOD TIME. NOW is the best time.

The Forbes Manufacturing Co., Halifax, N. S.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

WHERE THE JOKE COMES IN.

"Good morning Solomon! I see you have got two good salesmen on the road."

"I have gott no salesmans on de roat. I have gott two termometers. One writes me from down Soud, and says: 'It is too hot to sell de goods.' De otter writes from the Nordwest, and says: 'It is too cold to sell dem goods.' I write back to dem: 'Hereafter I vill consult de wedder bureau.'"—Ex.

Bill Collector—"Six times within a month have I called with this bill. Now, I warn you that I will not call again!" Editor (joyfully)—"Shake! If I can only get ten more of 'em to swear off like that I'll buy a week's groceries and celebrate."—Atlanta Constitution.

Employer—Want to go home? Where do you feel ill?

Boy—Here, sir, in the office. I guess I'll feel better when I get the air on the baseball ground.

A lady who was shopping stepped up to a merchant and inquired: "What does that sign in your window mean? 'Goods sold at a sweeping reduction.'" "It means, madam, that customers are expected to raise the dust," was the suave reply.—Detroit Free Press.

Man's life is a constant trial, and all his neighbors are on the jury.—Indianapolis Journal.

The man who makes a doormat of himself for people to wipe their feet upon will soon be surprised at the frequency with which he is used.—Yarmouth Register.

TEA-CHEST LEAD.

One of the industries in connection with the tea trade is the collection of the lead with which the tea chests are lined. China has been noted from all time for the purity of its lead and the great value of its lead mines, and this tea-chest lead, as it is called, is regarded as the finest in existence. It commands five cents and upward a pound, and finds ready buyers. There are many uses for it, and it is especially valuable in making the best kinds of solder. It is excellent for preserving furs and delicate fabrics, and is much sought for by military and naval men in which to wrap their dress uniforms, for it not only preserves the cloth but prevents the gold ornaments from tarnishing.

One would think that, where so much of this sheet lead is made use of as in China, there would be machinery employed in its production; but such is not the case, and every sheet of it is made by hand and in the most primitive fashion. A large brick is provided, the size of the sheet of lead to be made, and this brick is covered with two or three sheets of paper. On this paper the molten lead is poured, and another brick is placed on top, which flattens the lead out to the required size and thickness. The sheets are then soldered together to the size of the interior of the tea-chest, the tea packed in and the top sheet fastened in place. The

workmen are very expert and turn out a vast number of sheets in the course of a day, and, where labor is so cheap at a price much less than it could be made by machinery.—Boston Journal of Commerce.

PROVERBS FOR ADVERTISERS.

Spare the advertisements and spoil the business.

He is a wise man who takes a large space and puts little matter in it.

Whoso loveth a good business loveth advertising; but he that despiseth fame is an ass.

A good advertisement is like the merchant's ships; it bringeth abundance from afar.

He that payeth for advertisements with goods is a fool, for he raiseth up competition in his own market.

Every wise man advertiseth, but a fool speculateth on the Stock Exchange.

He that trusteth in a large circulation shall be wealthy, but he that believeth in cheap rates shall be busted.

The smallest circulation hath oft the loudest tongue.

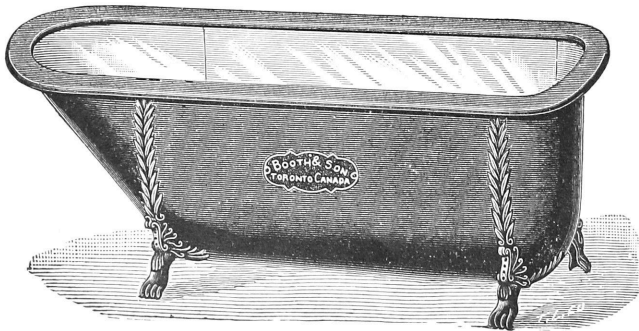
A big advertiser leaveth an inheritance to his children's children's children.

A small advertisement is better than a bad traveller.

It is hard to get a forty-page catalogue into an inch in a column.

An advertisement is not a luxury, but a necessity.—"Wal," in London Fame.

**SOMETHING NEW
IMPROVED SANITARY BATH**



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

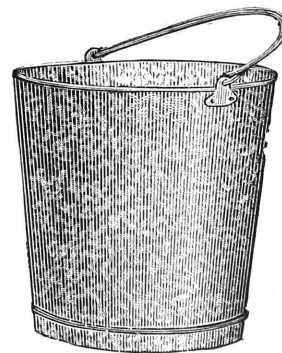
Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	\$27 50	\$29 50	\$31 50
Extra for decorating	2 50		

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies, TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both floring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,
42 SCOTT ST., TORONTO.

Hamilton and Toronto



— AND —



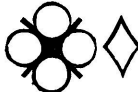
HEAD OFFICE : HAMILTON, CANADA

1/4 the PRICE of Iron. Write for Discounts.

JOHN WILSON'S
Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal,
Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

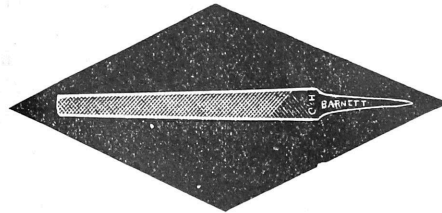


HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

**BLACK
DIAMOND**



**FILE
WORKS,**

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

— MANUFACTURERS OF —

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.

DOUBLE ENDED TAPER SAWFILES.

MACHINE BAND SAWFILES.

GREAT AMERICAN CROSS-CUT SAWFILES

CHISEL POINTED SAWFILES.

GULLETING SAWFILES.

CLIMAX SAWFILES.

LIGHTNING SAWFILES.

— AND —

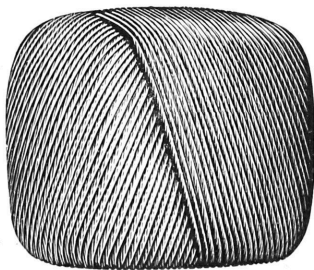
EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manilla, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)



**Common Sense
Binder Twine.**

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase quantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,
TORONTO, ONT.

RAZOR STROPS.

We guarantee the usefulness of every Strop we make.

We are manufacturing in large quantities, thereby making the prices close.

THE HEMMING BROS. CO., Ltd.,

76 YORK STREET, TORONTO.



SALES MADE OR PENDING.

Stephen W. Westcott, general merchant, Freeport, N. S., has sold out.

Bookless, Haley & Co., general merchants, Orangeville, Ont., have sold out to W. C. Dahl & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

Sheraton & Sefridge, stove dealers and house furnishers, St. John, N. B., have dissolved.

McGiffin & Campbell, hardware and stove dealers, Miami, N. W. T., have been succeeded by Campbell & Lawrence.

REMOVALS AND DEATHS.

Philippe Hebert, general merchant, St. Patrick's Hill, Que., is dead.

Wm. L. Hicks, of the firm A. & W. Hicks, general merchants, Hampton, N. B., is dead.

FIRES.

P. D. Dods & Co., wholesale paint merchants, Montreal, are partially burnt out. Insurance about \$40,000. Loss estimated at \$25,000.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

S. H. Clark, general merchant, Millville, N. B., has assigned.

Isabella McKenny, general merchant, St. Laurent, Man., has assigned.

ONE WAY TO COLLECT.

Tom O'Brien, the old boy at Baker & Hicks, stocks and bonds, had achieved his promotion.

A quiet, modest youth named Henry Briggs had been hired to fill his place, and so it fell to Tom's lot to accompany the new comer the first time he made his rounds among the offices, in order to instruct him in the ways of the business.

Tom was a sharp, precocious youngster from the East-side; and as none of the pure and noble precepts he had learned in Wall Street had touched his low sense of the proprieties, he resolved to play a dastardly trick on the novice.

"Well, Cully," he remarked, as he lit a cigarette, which he had stolen from the book-keeper before leaving the office, "I suppose

you thing yer knows how to git in dem checks? Oh, yer does, hey? Well, how'd you work it?"

"I'd go into an office and say: 'Have you a check for Baker & Hicks?' began Henry. But Tom cut him short with a howl of derision.

"Oh, yer would, would yer? I'd like to see yer once! Dat's Sunday school talk; dat ain't business; dey'd know yer was green in a minute. Come wid me, and I'll show yer." And he dragged the new boy into a large office where the check-window was filled with a freckle-faced chum of his, also an East-sider. "Gimme my check!" demanded Tom, with a defiant swagger.

"Check nothin'," retorted his friend; "t'row yet outer de office first."

"Gimme dat check, or I'll climb over de fence an' break yer face in," reiterated Tom.

"How much does yer want?" asked the youth, apparently somewhat mollified.

"None of yer business!" answered Tom, and then, after a final exchange of courtesies, he secured his check and left the office.

"Dat's de way we does it," he explained to Henry.

"It seems very strange," mused the latter, doubtfully.

"Rats! Don't yer take no guff from nobody. Come, we'll try the next place." And a similar scene enacted with another of Tom's cronies convinced Henry that business methods were strange but arbitrary.

"Now, den," said Tom, wickedly, as he pointed to one of the most respectable and wealthy houses on the street, "go in dere an' let's see what yer can do."

Henry mustered up his courage; he thought he could give a good enough imitation of Tom's business-like language to escape being regarded as "green," at any rate, he meant to try.

He entered the office. The white-haired old cashier beamed benevolently on him through the window.

* * * *

A moment later Henry darted hurriedly through the door. There was a desperate dash along the hallway, a headlong plunge down the steps; and then Wall street was treated to the spectacle of an exciting foot-race between an angry old gentleman and a badly scared youth, whose fears lent wings to his feet, and carried him rapidly out of sight.-- Harry Romaine, in Puck.

BUSINESS OPPORTUNITY.— Advertiser owns Canadian Patent for a rapid selling household article, which has proved a wonderful success in the United States. On account of the Canadian duties, desires to sell to a manufacturer here. Will bear the fullest investigation and closest scrutiny. Address, H. D. Blakemore, Moline, Ill.

CHAS. D. CHOWN

Manufacturers' and Commission Agent,

Tinsmiths', Plumbers' and Builders' Specialties.

KINGSTON, ONT.



BROWN & CO.,

Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.

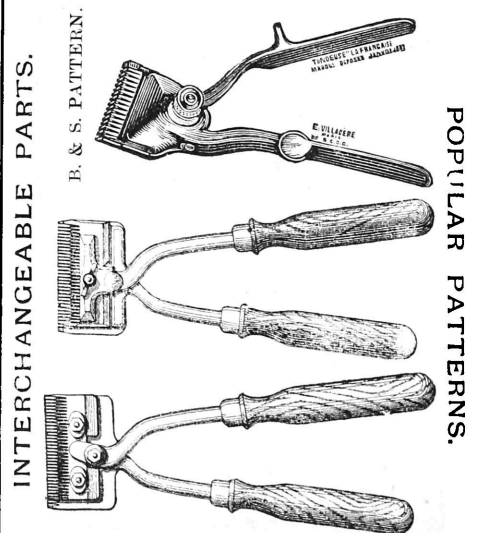
PARIS, ONT.



CANADIAN BRANCH:

TEMPLE BUILDING, MONTREAL.

Villadere Clippers.



ATTRACTIVE PRICES

Sole Agents for Canada,

Painchaud, Squire & Co.

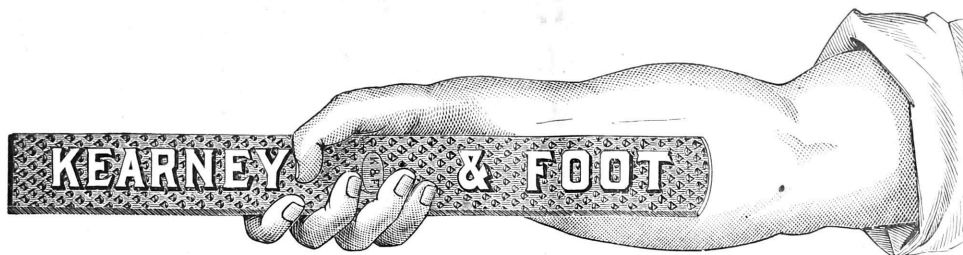
Temple Building, MONTREAL.

OFFICES: 100-102 Reade St., New York, U.S.A.



Manufacturers of **FILES AND RASPS.**
 Superior quality fully guaranteed.

CAPACITY OF WORKS :
 1,200 doz. per day.



Illustrated Catalogue
 Price Lists mailed on
 application.

WORKS
 Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

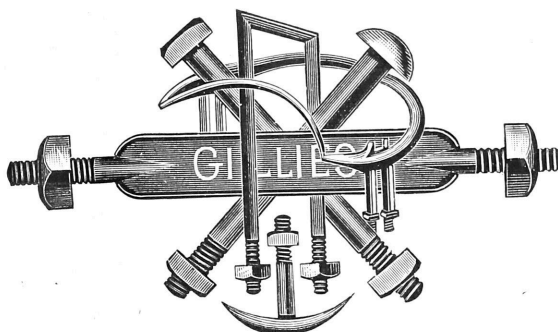
PORTLAND CEMENTS

From \$1.80 per cask upwards.
 FIRE BRICKS, from \$15 per 1000
 DRAIN PIPES, from 7 cents to
 \$1.30 per foot.
 CALCINED PLASTER.
 MORTAR COLORS.
 ENAMELLED SINKS, (Porcelain.)
 And all kinds of Builders' and Contractors'
 Supplies.
 The largest stocks of these goods in Canada
 at lowest prices.

Wm. McNally & Co
 MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT
 AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and
 Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts Carriage Forging of all
 kinds SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.


**Wrapping
 Paper.**


The E. B. Eddy Co., Hull, are making
 a wrapping paper specially for the Hard-
 ware trade. For strength and durability
 best in the world. Send for samples.

The Price Low.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West. Toronto.

To the Trade :

OUR NEW CATALOGUE

-OF-

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,
10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

-REPRESENTING-

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tanned Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	56 and 28 lb ingots, per lb	23, 23½
Strip	.....	25, 27
Tin Plates—Charcoal Plates, Bright.	Per box	
Bradley M.L.S.	.....
I.C., usual sizes	.....	\$6 09 \$6 25
I.X., " "	.....	7 25 7 50
I.X.X., " "	.....	8 50 8 75
Raven & P.D. Grades—	.....
I.C., usual sizes	.....	4 50 4 75
I.X., " "	.....	5 50 5 75
I.X.X., " "	.....	6 50 6 75
D.C., 12½ x 17	.....	4 00 4 25
D.X., " "	.....	5 00 5 25
D.X.X., " "	.....	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	.....
I.C., usual sizes	.....	4 60 4 25
I.C., special sizes	.....	5 60 5 25
B.V. Grade, I.C., usual sizes	.....	4 85 5 00

Note.—Round lots of 14x20 might be purchased at 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	.....
I.C. 20 x 28, 112 sheets	.....	8 00 8 25
I.X. Terne Tin	.....	10 50 10 75
Old process I.C.	.....	13 00
" I.X.	.....	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x36, 50 sheet bxs	.....	6½c, 7c
" 14x60, " "	.....
" 14x65, " "	.....

Tinned Plates

72x30 up to 24 gauge	.....	6½ 6¾
26 " "	.....	7 7¼
28 " "	.....	7½ 7¾

Iron and Steel.

Common Iron, per 100 lb	.....	Base Price \$2 05 2 15
Refined " "	.....	2 35 2 65
Horse Shoe " "	.....	2 60 2 75
Band " "	.....	2 50 2 65
Hoop " "	.....	2 60 2 65
Swedish " "	.....	4 00 4 25
Steigh Shoe Steel	.....	2 50
Tire Steel	.....	3 00 3 25
Machinery	.....	2 75 3 00
Cast Steel, per lb	.....	0 10 0 14
Russian Sheet	.....	0 10 0 12
Tank Plates 1-5 and thicker	.....	2 00 2 25
Boiler Rivets	.....	4 50 5 00

Boiler Tubes.

2-inch	.....	10½c
3-inch	.....	13½

Steel Boiler Plate.

½ inc	.....	\$2 45
¾ " "	.....	2 35
1 " and thicker	.....	2 25

Sheet Iron.

1 to 20 gauge	.....	2½, 3
22 to 24 " "	.....	2½, 3
26 " "	.....	3, 3½
28 " "	.....	3½, 3¾

Canada Plates.

Blaina	.....	¼ bright 2 90 3 00
Abercarne	.....	3 00 3 10
Alloway	.....	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.	.....
Galvanized, 35 to 37½ per cent.	.....
Cast, soil, 2, 3, 4 and 5 m., 50 p.c. dis.	.....

Galvanized Iron.

Queen's Head—	.....
16 to 24 gauge, per lb	.....	5, 5½
26 gauge, " "	.....	5½, 5¾
28 " "	.....	5¾, 5¾
Gordon Crown—	.....
16 to 24 gauge, per lb	.....	5, 5½
26 gauge, " "	.....	5½, 5¾
28 " "	.....	5¾, 5¾

Note.—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	.....	5½ 6
" 1 " "	.....	5½ 5½
" 5-16 " "	.....	4½ 5
" 3 " "	.....	4½ 4½
" 7-16 " "	.....	4½ 4½
" 1½ " "	.....	4 4½
" 3 " "	.....	3½ 3½
" 3½ " "	.....	3 1-5
Trace, per doz. pairs	.....	\$3 60 5 90
German coil, per 100 ft	.....	1 65 2 70
Jack chain, iron, single, per doz yards	.....	0 13 0 50
Jack chain, double, per doz yards	.....	0 15
Jack chain, brass, single, per doz yards	.....	0 20 1 10

Copper—Ingot.

English B.S.	.....	0 14 0 14½
Lake Superior	.....	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	.....	\$0 22 \$0 25
round & square	.....
1 to 2 in	.....	0 2 0 23

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz. and light,	.....
16 oz, 14x48 and 14x60	.....	\$0 17 0 18
Untinned, 14 oz. and light,	.....
16 oz, irregular sizes	.....	0 18 0 19
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.	.....
Planished and tinned, 14x 48 and 14x60	.....	0 26 0 27
Braviers. (In sheets.)	.....
4x6 ft, 25 to 30 lb ea, per lb.	.....	0 21 0 22
" 35 to 45 " "	.....	0 20 0 21
" 50 lb and above per lb	.....	0 19 0 20
Boiler & T. K. Fitts.	.....
Plain Tinned per lb.	.....	0 21
Spun " "	.....	0 25

Wire.

Pure, in coils—	.....
From 1 to 20 gauge	.....	0 25 0 27
From 20 gauge, up	.....	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	.....	0 21 0 23
" " 27 to 30 " "	.....	0 23 0 25
" " 30 and up " "	.....	0 26 0 28
Sheets, hand-rolled 2x4 ft.	.....	0 23 0 25

Zinc Spelter.

Foreign, per lb.	.....	0 05½ 0 06
Domestic " "	.....	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	.....	0 06½ 0 06¾
Part casks	.....	0 06½ 0 07

Lead.

Imported Pig, per lb.	.....	0 03½ 0 04
Domestic " "	.....	0 03½ 0 04
Bar, 1 pound	.....	0 95
Sheets, 2½ lbs, per square ft.	.....	5 00 5 25
by roll	.....
Sheets, 3 to 6 lbs, per sq ft.	.....	4 75 5 00
by roll	.....

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7c.

Solder.

Half-and-half (guar.) per lb	.....	0 16 0 18
Standard " "	.....	0 15 0 17

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	.....	\$0 14½ 0 15
Other makes " "	.....	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb.	.....	5½ 5¾
No. 1 Do.	.....	0 5
No. 2 Do.	.....	0 4½
No. 3 Do.	.....	0 4

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon	.....	\$1 10
2nd qualities " "	.....	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	.....
Venetian Red, per lb.	.....	0 05
Chrome Yellow " "	.....	0 11
Golden Ochre " "	.....	0 06
French " "	.....	0 05
Marine Black " "	.....	0 09
" Green " "	.....	0 09
Chrome " "	.....	0 08
French Imperial Green " "	.....	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls. p.cwt	.....	1 35 1 40
" (J.F.L.S.) " "	.....	2 75
Venetian Red (R.C.2) " "	.....	1 50
Ven. Red, Cookson's " "	.....	1 80 1 90

English Oxides	per cwt	3 25
American " "	" "	2 25
Canadian " "	" "	1 75

Paris Green, Berger's ex. deep	per lb.	0 15
Burnt Sienna, per lb.	.....	0 08½
Burnt Umber " "	.....	0 05
do pure " "	.....	0 08
Drop black " "	.....	0 09
Chrome Yellows " "	.....	0 12
" Lemon pure.	.....
8 lb. tins, per lb.	.....	0 19
Chrome Greens " "	.....	0 12
Golden Ochre " "	.....	0 03½

Varnishes (in bbls).	.....
No. 1 Furniture, per gal	.....	0 65
Extra " "	.....	1 00
Brown Japan " "	.....	0 65
Brown Japan, Turpentine p. gal.	.....	0 90
No. 1 Carriage " "	.....	1 50
Gold Size Japan " "	.....	1 40
Pure Orange Shellac " "	.....	2 00
Hard Oil Finish " "	.....	1 50

Linseed Oil (in bbls)	.....
Raw, per gal	.....	0 56 0 56½
Boiled " "	.....	0 59 0 59½

Turpentine (in bbls)	.....
Selected Packages, per gal	.....	0 50

Castor Oil.	.....
Best, per lb.	.....	0 10 0 11

Cod Oil.	.....
Cod Oil, per gal	.....	0 48

Glue (in bbls)	.....
Common, broken	.....	0 10 0 11
French medal	.....	0 11 0 13
Cabinet makers	.....	0 17 0 18
White	.....	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim. Fire Pistol, dis. 40 to 45 p.c. Amer.	.....
Rim Fire Cartridges, Dom. 50 and 5.	.....
Rim Fire, Military, net list, Amer.	.....
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	.....
Central Fire Cartridges, Dom. 30 p.c.	.....
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	.....
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c Shot.	.....
Canadian, dis. 10 p.c.	.....

Wads.—Baldwin's.

Best thick white felt wadding, in ½ lb. bags	.....	1 00
Best thick brown or grey felt wads, in ½ lb. bags	.....	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	.....	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	.....	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	.....	0 55

<p>Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20</p> <p>Thin card wads in boxes of 1000 each, 10 gauge... 0 25</p> <p>Thin card wads in boxes of 1000 each, 8 gauge... 0 45</p> <p>Chemically prepared black edge grey cloth wads, in boxes of 250 each—</p> <p>11 and smaller gauge 0 65</p> <p>9 and 10 gauge 0 75</p> <p>7 and 8 gauge 0 90</p> <p>5 and 6 gauge 1 10</p> <p>Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—</p> <p>11 and smaller gauge 1 15</p> <p>9 and 10 gauges 1 40</p> <p>7 and 8 gauges 1 65</p> <p>5 and 6 gauges 1 90</p> <p>Anvils.</p> <p>Per lb 0 10</p> <p>Anvil and Vice combined each 4 50</p> <p>Augers.</p> <p>Gilmour's, discount 50, 50 and 10</p> <p>Hollow Stearn's per doz. 13 00 20 00</p> <p>Adjustable " each 5 50 6 50</p> <p>Post Hole, Vaughan's, each 1 35 1 60</p> <p>Excelsior, Jennings', discount 50 per cent.</p> <p>Awls.</p> <p>Sewing per gross 5 65 1 59</p> <p>Pegging, " 0 65 1 25</p> <p>Brad, " 0 85 1 60</p> <p>" handled " 3 60 7 30</p> <p>Saddlers', " 0 45 1 60</p> <p>Awl Hafts.</p> <p>Patent Peg, per gross 7 25 8 00</p> <p>" Sewing, " 7 25 8 00</p> <p>Awl and Tool Sets.</p> <p>Millar's Falls, per doz 2 80 8 30</p> <p>Axes.</p> <p>Per box 6 00 12 00</p> <p>Axle Grease.</p> <p>Per gross 6 50 14 00</p> <p>Bath Tubs.</p> <p>Zinc discount 25 per cent.</p> <p>Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.</p> <p>Bells—Hand.</p> <p>Brass, 60 to 66$\frac{3}{4}$.</p> <p>Nickel 50 and 10 to 60 p.c.</p> <p>Door.</p> <p>Gongs, Sargent's 5 50 8 00</p> <p>" Peterboro, dis. 50 per cent.</p> <p>Cow.</p> <p>American make, discount 60, 60 and 10 per cent.</p> <p>Canadian, dis 45 and 50 p.c.</p> <p>Farm.</p> <p>American, each 2 00 5 00</p> <p>House.</p> <p>American, per lb 0 35 0 40</p> <p>Bellows.</p> <p>Hand, per doz 3 35 4 75</p> <p>Moulders' " 7 50 10 00</p> <p>Blacksmiths' discount 35, 40 per cent</p> <p>Belting.</p> <p>No. 1, leather, discount 45 to 50 and per cent.</p> <p>Best, ditto, 37$\frac{1}{2}$, 40 percent.</p> <p>Bench Stops.</p> <p>Per doz 5 00 6 00</p> <p>Bits—Auger.</p> <p>Gilmour's dis 60 to 60 and 10.</p> <p>Excelsior, discount 60 per cent.</p> <p>Rockford Common, 60 and 10 to 65 p.c.</p> <p>" Perfection, 50 and 10 p.c.</p> <p>Jenning's Gen, net list to 5 p.c. cent dis</p> <p>Car.</p> <p>Gilmour's, 47$\frac{1}{2}$ to 50 percent</p> <p>Expansive</p> <p>Clark's, 15 per cent.</p> <p>Excelsior, 10 per cent.</p>	<p>Gimlet</p> <p>Clark's, per doz 0 65 0 90</p> <p>Diamond, Shell " 1 00 1 50</p> <p>Nail and Spike, per gross 2 25 5 20</p> <p>Blind Rollers.</p> <p>Annex per doz. 1 25 1 75</p> <p>Mascot " 1 35 1 85</p> <p>Erminie " 1 12 1 20</p> <p>Blind and Bed Staples.</p> <p>All sizes, per lb 0 11 0 15</p> <p>Bolts.</p> <p>Carriage, dis. 70.</p> <p>Fire, dis. 50 and 10 per cent to 60 p. c.</p> <p>Stove, dis., 45 to 50 p.c.</p> <p>Elevator, dis., 35 to 40 p. c.</p> <p>Machine, dis., 70 to 70 and 10 per cent</p> <p>Boring Machines.</p> <p>Complete, with Augers, ea. 4 40 7 50</p> <p>Braces.</p> <p>Barber's 6 00 7 75</p> <p>Barber's Ratchet 10 00 11 00</p> <p>Farmers' 2 00 2 75</p> <p>Millar's Falls 15 50 29 00</p> <p>Brackets—Shelf.</p> <p>Japanned Canadian, per doz. pairs 0 50 3 40</p> <p>Berlin Bronze Cana'n 0 85 3 20</p> <p>Broilers.</p> <p>Light, dis. 65 to 67$\frac{1}{2}$ per cent.</p> <p>Reversible, dis., 65 to 67$\frac{1}{2}$ per cent.</p> <p>Vegetable, per doz., dis. 37$\frac{1}{2}$ per cent.</p> <p>Henis, No. 8 " 6 00</p> <p>" No. 9 " 7 00</p> <p>Queen City 7 50 10 00</p> <p>Butchers' Cleavers.</p> <p>From 8 to 12 inch, per doz 500 4 23</p> <p>Batts—Brass.</p> <p>Wrought Brass dis. 60 and 10 to 70 per cent</p> <p>Cast Iron.</p> <p>Loose Pin, dis 65 to 65 and 5 per cent</p> <p>Wrought Steel.</p> <p>Fast Joint, dis. 65 to 65 & 5 p.c.,</p> <p>Loose Pins, " 65 to 65 & 5 p.c.,</p> <p>Berlin Bronzed, dis. 70, 70 and 5 per cent.</p> <p>Gen Bronzed, per pair 0 40 0 65</p> <p>Can Openers.</p> <p>Aome, per gross 9 00 10 00</p> <p>Sardine Scissors, per doz. 3 75 4 50</p> <p>Card.</p> <p>Horse, per doz 0 60 1 00</p> <p>Carpet Stretchers.</p> <p>American, per doz 1 00 1 50</p> <p>Bullards " 6 50</p> <p>Carpet Sweepers.</p> <p>Bissell, per doz 22 50</p> <p>World " 21 75</p> <p>Daisy, " 24 00</p> <p>Star, " 18 00</p> <p>Crown Jewel, per doz 29 00</p> <p>Grand Rapids, " 30 00 33 00</p> <p>Cartridges—See Ammunition.</p> <p>Castors.</p> <p>Bed, new list, dis. 50 p.c. } to 50 and 5</p> <p>Plate " dis. 50 p.c. } per cent.</p> <p>Cattle Leaders.</p> <p>No 31 and 32, per gross 8 50 11 25</p> <p>Cement.</p> <p>Portland, car load lots 2 70</p> <p>Thorold " 1 10</p> <p>Queenston " 1 10</p> <p>Napanee " 1 10</p> <p>Chalk.</p> <p>Carpenters' Colored, per gross 0 90 1 10</p> <p>White, lump, per lb 0 01$\frac{1}{2}$ 0 01$\frac{1}{2}$</p> <p>Red 0 05 0 06</p> <p>Crayon, per gross 0 14 0 18</p> <p>Chisels—Socket, Framing and Firmer</p> <p>American, dis 70 per cent.</p> <p>Canadian, dis 35 per cent.</p> <p>Tanged Firmer per doz. 0 85 4 00</p> <p>Churns</p> <p>Daisy, dis. From factory 60 and 10 p.c</p> <p>to 65 per cent.</p> <p>From stock 60 and 5 p.c.</p>	<p>Clamps.</p> <p>Judd's, dis. 20 p.c.</p> <p>Stearns, per doz 3 00 10 00</p> <p>Clips.</p> <p>Axle, dis. 65 p.c.</p> <p>Coffee Mills.</p> <p>Box 3 60 13 00</p> <p>Side 3 60 4 00</p> <p>Enterprise, No. 0 1 35</p> <p>" No. 2 2 70</p> <p>Compasses, Dividers, etc.</p> <p>American, dis., 60 to 62 and $\frac{1}{2}$ p.c</p> <p>Cradles, Grain.</p> <p>Canadian, discount 25 p.c.</p> <p>Dies.</p> <p>Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.</p> <p>Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.</p> <p>Door Springs.</p> <p>Torrey's Rod, per doz 2 0</p> <p>Coil, per doz 0 88 1 60</p> <p>English, " 2 00 4 00</p> <p>Draw Knives.</p> <p>American, dis. 70.</p> <p>Canadian, dis 25 to 35 p.c.</p> <p>Drills—Hand and Breast.</p> <p>Millar Falls, per doz 16 00 51 50</p> <p>P. S. & W., dis. 40 per cent.</p> <p>Drill Bit.</p> <p>Morse, dis. 37$\frac{1}{2}$ to 40 per cent.</p> <p>Standard, dis. 40 to 45 p. c.</p> <p>Elbows—Stove Pipe</p> <p>\$1.00 to \$2.75 per doz.</p> <p>Fawcets.</p> <p>Cork Lined, per doz. 0 30 0 60</p> <p>Wine, per doz 1 30 2 25</p> <p>Star, " 2 80 3 90</p> <p>Fenns Corkstops, No 2 p.do. 1 70</p> <p>Petroleum, per doz 4 50 6 50</p> <p>Files and Rasps.</p> <p>Kearney & Foote's discount Am. List 50 & 5 to 50 & 10</p> <p>Black Diamond, 50 & 5 per cent. dis. to 50 and 7$\frac{1}{2}$ Amer. List.</p> <p>Nicholson's dis., Amer. list, 50, 50 and 5 per cent.</p> <p>Toronto File Co., 50 and 10 to 60 p.c., Amer. list.</p> <p>Jowitz's, dis. Can. list, 25 p.c. to 27$\frac{1}{2}$ p.c.</p> <p>Globe File Co.'s disc. 60 per cent.</p> <p>Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.</p> <p>Horse Rasps, dis. 45 p.c. Amer. Hellers Horse Rasps, Spencer's, dis. Can. list 40 p.c.</p> <p>Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.</p> <p>Fluting Machines.</p> <p>Each 0 60 2 00</p> <p>Forks.</p> <p>Hay, Manure, etc, dis. 40 p.c.</p> <p>Freezers, Ice Cream.</p> <p>Gem, dis. 57$\frac{1}{2}$ to 60 and 10.</p> <p>Shepard's Lightning, dis. 50 to 50 and 10 p.c.</p> <p>Fruit Presses.</p> <p>Henis' per doz 4 00</p> <p>Enterprise, discount 10 p.c.</p> <p>Shepard's Queen City, dis. 15 p.c.</p> <p>Fry Pans.</p> <p>Acme, discount 35 to 60 per cent</p> <p>Stanley's, dis. 50, 55 p. c.</p> <p>Wire Gauges</p> <p>Winn's, Nos. 26 to 33, each 1 65 2 40</p> <p>Glass.</p> <p>Window.</p> <p>Box Price.</p> <p style="text-align: center;">Star. Double Diamond</p> <table border="0" style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td>Per 50 ft.</td> <td>Per 100 ft.</td> <td>Per 50 ft.</td> <td>Per 100 ft.</td> </tr> <tr> <td>16 to 25</td> <td>1.35</td> <td>2.70</td> <td>2.00</td> <td></td> </tr> <tr> <td>26 to 40</td> <td>1.55</td> <td>3.00</td> <td>2.25</td> <td></td> </tr> <tr> <td>41 to 50</td> <td></td> <td>3.40</td> <td></td> <td>5.00</td> </tr> <tr> <td>51 to 60</td> <td></td> <td>3.70</td> <td></td> <td>5.50</td> </tr> <tr> <td>61 to 70</td> <td></td> <td>4.00</td> <td></td> <td>6.00</td> </tr> <tr> <td>71 to 80</td> <td></td> <td>4.50</td> <td></td> <td>6.75</td> </tr> <tr> <td>81 to 85</td> <td></td> <td>5.20</td> <td></td> <td>7.50</td> </tr> <tr> <td>86 to 90</td> <td></td> <td>5.90</td> <td></td> <td>8.50</td> </tr> <tr> <td>91 to 95</td> <td></td> <td></td> <td></td> <td>9.50</td> </tr> <tr> <td>96 to 100</td> <td></td> <td></td> <td></td> <td>10.50</td> </tr> </table>		Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.	16 to 25	1.35	2.70	2.00		26 to 40	1.55	3.00	2.25		41 to 50		3.40		5.00	51 to 60		3.70		5.50	61 to 70		4.00		6.00	71 to 80		4.50		6.75	81 to 85		5.20		7.50	86 to 90		5.90		8.50	91 to 95				9.50	96 to 100				10.50	<p>Pilkington.</p> <p>[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]</p> <p>Ordinary.</p> <p>1st break \$3 65</p> <p>2nd " 3 90</p> <p>3rd " 4 60</p> <p>4th " 4 95</p> <p>5th " 5 40</p> <p>6th " 5 90</p> <p>7th " 0 50</p> <p>Picture Glass.</p> <p>Pilkington's ordinary.</p> <p>1st break 4 30</p> <p>2nd " 4 70</p> <p>3rd " 5 40</p> <p>4th " 5 90</p> <p>5th " 6 50</p> <p>6th " 6 90</p> <p>7th " 7 70</p> <p>Glue Pots.</p> <p>Tinned, each 0 30 0 90</p> <p>Enamelled " 0 55 1 20</p> <p>Grindstone Fixtures.</p> <p>P. S. & W., per doz 4 25 4 65</p> <p>Hammers—Nail.</p> <p>Maydole's net list to 5 per cent. dis. Can. discount 25 to 27$\frac{1}{2}$ p.c.</p> <p>Tack.</p> <p>Magnetic, per doz 1 10 1 50</p> <p>Sledge</p> <p>Canadian, per lb 0 12$\frac{1}{2}$ 0 15</p> <p>Ball Pean.</p> <p>English and Can., per lb. 0 25 0 37$\frac{1}{2}$</p> <p>Handles.</p> <p>Axe per doz 00 3 50</p> <p>Store door " 1 00 1 80</p> <p>Chest, per doz pairs 0 40 2 50</p> <p>Chisel.</p> <p>Firmer per gross 3 00 4 50</p> <p>Socket Firmer " 3 25 8 00</p> <p>Socket Framing per gross 3 75 5 00</p> <p>Fork.</p> <p>C. & B., discount 35 per cent. to 40 p.c.</p> <p>Hoe.</p> <p>C. & B., discount 35 per cent. to 40 p. c</p> <p>Saw.</p> <p>American, per doz 1 00 1 25</p> <p>Plane.</p> <p>American, per gross 3 15 3 75</p> <p>Hammer and Hatchet.</p> <p>American, per doz 0 50 0 80</p> <p>Cross Cut Saw.</p> <p>Canadian per pair 0 18 0 25</p> <p>Hangers.</p> <p>Door 4 and 5 inch, per pair 9 40 0 80</p> <p>Hatchets.</p> <p>Can., dis 40 to 42$\frac{1}{2}$ p.c.</p> <p>Hinges.</p> <p>Blind, Parker's, dis. 60 to 60 and 10 p.c</p> <p>" Shepard's Noiseless, dis. 60 p.c</p> <p>" Buffalo, dis 60 to 70 p.c.</p> <p>Light T and strap, dis 62$\frac{1}{2}$ to 65 per</p> <p>Heavy, per lb. 6 4$\frac{1}{2}$ 0 05</p> <p>Screw and Strap, per lb. 0 03$\frac{1}{2}$ 0 04$\frac{1}{2}$</p> <p style="text-align: center;">Per doz. sets</p> <p>Screw, Eureka 1 13 1 80</p> <p>Gate, Clark's 1 50 2 20</p> <p>" Shepard's, dis 50 to 60 p.c.</p> <p style="text-align: center;">Per doz. pairs</p> <p>Spring 1 50 3 50</p> <p>" Shepard's Samson 1 75 1 90</p> <p>Hoes.</p> <p>Garden, Mor ar, etc., discount 40 per cent.</p> <p>Planter doz 4 00 5 00</p> <p>Hooks—Cast Iron</p> <p>Bird Cage, per doz 0 50 1 10</p> <p>Clothes Line, " 0 27 0 63</p> <p>Harness, " 0 72 0 88</p> <p>Hat and Coat, per gross 1 00 3 00</p> <p>Chandelier, per doz 0 50 1</p> <p>Wrought Iron.</p> <p>Wrought Hooks and Staples, Can dis. 35 to 37$\frac{1}{2}$ per cent.</p>
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81 to 85		5.20		7.50																																																						
86 to 90		5.90		8.50																																																						
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Ice Picks. Star, per doz. 3 00 3 25	Picks Per doz. 6 00 9 00	Screens. Window, patent, per doz 6 00 7 50	Ties. Cow, per doz 1 2 50
Kettles. Brass spun, 7 1/2 per cent. dis. off new list.	Picture Nails. Porcelain Head, p. gross 1 65 3 00 Brass Head, " 40 1 00	Screw Drivers. Sargent's, per doz 65 4 00	Tinner's Shears and Snips P. S. & W., 10 p.c. advance on American list.
Copper, per lb 0 40 0 45 Enamelled Can. 50 p.c. American, 60 and 3 to 63 and 10 p.c.	Planes. Wood, bench, Canadian dis. 60 per cent American dis. 37 1/2 to 60 p.c. Wood, fancy Canadian, or American 35 to 37 1/2 per cent.	Screws. Wood, F. H., Iron, and Steel, 77 1/2 per cent., dis. Wood, A. H. " 72 1/2 per cent. dis. " F. H. Brass 75 " " " R. H. " 70 " "	Tinware. Stamped, dis. Assn list, 70, and 12 1/2 per cent. to 70 and 25 p.c. on special lines.
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Knobs. Door, Japanned, and N.P., Can. list dis. 50 p.c.	Plane Irons. English, per doz. 2 00 5 00	Scythes Discount 40 per cent.	Transom Lifters Payson's, dis. 25 per cent.
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Shutter, porcelain, F & T, screw, per gross. \$1 30 4 00	Plumbs and Levels S. R. & L. Co., dis. 70 p. c.	Shears. B. & W., japanned, dis. 75 per cent. B. & W. N. P. dis. 65 p. c. Seymour's dis. 60 p. cent. Aetna, dis. 75 @ to 75 and 10 per cent Heinisch 60 per cent.	Trowels. Disston's, discount 10 p.c. German, per doz 4 75 9 00 Brade's " 00 10 50 S. & D., discount 35 p.c.
Ladles. Melting, per doz. 1 70 4 50	Poppers. Corn, square, per doz. 1 35 2 00	Shovels and Spades Canadian, dis. 40 to 50 p.c.	Triers. Butter, per doz 6 25 9
Lemon Squeezers. Porcelain lined, per doz 2 20 5 60 Galvanized, " 1 87 3 85 King, wood, " 2 75 2 90 " glass 4 00 4 50 All glass, " 1 20 1 30	Pruning Shears. Per doz. 4 00 5 50	Sliding Door, per set ... 77 1 40	Twines. Bag, per lb 0 12 1/2 0 20 Wrapp'g, mott'l'd, pr. pack. 0 50 0 60 " cotton, per lb 0 18 0 20
Lines. Fish, per gross 1 05 2 50 Chalk, " 1 90 7 40	Pulleys. Hothouse, per doz. 55 1 00 Axle. 22 33 Screw 27 1 00 Awning. 35 2 50	HALIFAX SHOVEL CO. Fenerty's disc, 45 to 50 per cent.	Washing Machines. Mattress, per lb 0 33 0 45 Staging " 0 27 0 35 Broom " 0 30 0 55 Binding, flax, per lb
Locks—Door. Canadian, dis. per cent. 50 Russell & Erwin, per doz 2 90 7 50	Pumps. Rumsey or Canadian Cistern 60 to 62 1/2 per cent.	Sieves Wood Rim, black, p. doz 1 15 1 35 " tinned, " 1 35 1 60 Tin Rim, " 2 30 2 45 " black, " 1 80 2 25	Washers. Hand, per doz 4 00 6 00 Bench, parallel, each 2 00 4 50 1/2 Coach, each 6 00 7 00 Peter Wright's, per lb 0 12 0 13 Pipe, each 5 50 9 00 Saw, per doz. 6 50 13 00
Cabinet. Eagle, dis. per cent, 30 per cent. 0 33 1/2 per cent.	Pitcher Spout, 65 to 70 p.c	Snaps Harness, German, p. gro. 1 65 5 50 Acme, " 3 00 5 00 Lock, Andrew's " 4 50 11 50	Well Wheels. Amer., per doz. 8, 10 & 12 in. 3 38 6 00
Padlock. English and Am. per doz 50 6 00 Scandinavian, " 1 00 2 40 Eagle, dis. per cent, 15 to 17 1/2 per cent	Punches. Saddler's, per doz. 1 00 1 85 Conductors' " 9 00 15 00 Tinner's solid, per set. 72 " hollow, per inch 1 00	Soap Sapolia 1/2 gross boxes 3 25 " 1/4 and 1/2 gross boxes per gross net cash 12 00	Wire. Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb. Copper Wire, 5 to 10 per cent. off list Iron and Steel, bright, annealed, oil- ed, coppered, galvanized, spring, rail, bolt, rivet, etc. 12 1/2 per cent. f.o.b Montreal. Plus 10 cents " Hamilton. " 10 " " Toronto. " 14 " " London.
Mallets. Tinsmiths', per doz 1 25 1 50 Carp'trs', hickory " 1 25 3 75 Lignum Vitæ, " 3 85 5 00 Caulking, each 1 60 2 00	Putty. Bladder, per 100 lbs 2 00 2 25 Tins, lbs 2 50 2 75	Solders. Per lb. 0 28 0 30	Washer Cutters. Per doz 4 00 8 50
Mattocks. Canadian, per doz 8 50 10 00	Rail. Barn Door, per foot. 3 3 1/2 Sliding Door, " 3 1/2 3 1/2	Wrought Spikes Discount, 20 per cent. to 25 per cent.	Wire Wheels. Amer., per doz. 8, 10 & 12 in. 3 38 6 00
Meat Cutter Enterprise, American dis. 17 1/2 to 20 per cent. dis.	Rakes. Cast Steel and Malleable, Canadian list dis. 40 per cent.	Spoke Snaves. Wood, English 1 80 5 00 Iron, American 1 35 2 35	Wire. Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb. Copper Wire, 5 to 10 per cent. off list Iron and Steel, bright, annealed, oil- ed, coppered, galvanized, spring, rail, bolt, rivet, etc. 12 1/2 per cent. f.o.b Montreal. Plus 10 cents " Hamilton. " 10 " " Toronto. " 14 " " London.
Canadian, 37 1/2 to 40 per cent. Home, each	Razors. Boker's, per doz 7 50 11 00 Wade & Butcher's " 3 60 10 00	Spoons and Forks. Tea Spoons, per gross 7 50 12 00 Dessert " 21 00 Table " 30 00 30 00 Dessert Forks, " 24 00 Medium " 27 00 Table " 36 00	Wire. Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb. Copper Wire, 5 to 10 per cent. off list Iron and Steel, bright, annealed, oil- ed, coppered, galvanized, spring, rail, bolt, rivet, etc. 12 1/2 per cent. f.o.b Montreal. Plus 10 cents " Hamilton. " 10 " " Toronto. " 14 " " London.
Mincing Knives. American, per doz. 42 2 35	Razor Straps. Currier's, per doz 1 25 3 60	Squares. Iron, per doz 1 65 2 90 Steel, dis. 75 p.c. to 75 and 10 p.c. Try and bevel, dis. 50 to 52 1/2 per cent	Wire Fencing. Galv. 2 barb, 2 1/2 & 5 in. apart " 4 " 4 " & 6 " " } 4 1/2 4 1/2 " Plain twist, 2&3 wires " Steel thorn and rib- bon 4 1/2 5 " Lock Barb, " 4 point 0 04 1/2 Ditto Glidden 2 point 0 04 1/2 Galvanized Barb, " Ly- man, " 2 to 4 points 0 04 1/2 Steel staples 0 04 1/2 0 04 1/2 Terms, 60 days or 2 per cent. in 30 days.
Molasses Gates. Stebbin's Patent, dis. per cent. 65 to 70 per cent	Rivets and Burrs. Copper Rivets, dis. 50 per cent. Iron " " 55 per cent. Burrs, Iron, 30, 33 1/2 per c Canadian, dis. 30, 35 per c.	Staples. Fence, galvanized, per lb 4 1/2 4 1/2 Wrought Iron, dis. 75, 75 and 10 per cent. Stocks and Dies, Amer. dis. 25 per cent.	Wire Cloth. Ordinary, discount 25 p.c. Painted Screen, p.100 sq ft 1 90 2 00
Nails. Cut Nails (Iron) 1. Either Canada or American Pattern. Basis—50 to 60 dy. 2 30 40 dy. 2 35 30 dy. 2 40 20, 16 & 12 dy. 2 45 10 dy. 2 50 8 & 9 dy. 2 55 6 & 7 dy. 2 70	Ropes. 7-16 in. and larger. 10 1/2 10 1/2 12 1/2 13 1/4, 5-16, 3/8 in. 11 11 1/2 13 13 1/2 3-16 in. 11 1/2 14 Cotton, per lb. 22 25 Russia Deep Sea, per lb. 13 1/2 16 Jute 08 08 1/2	Stones. Washita, per lb 0 25 50 Hindustan, per lb. 0 06 " Slips, per lb 9 Labrador, per lb 0 13 " Axe, " 0 15 Turkey " 0 50 Arkansas " 1 50 Water-of-Ayr " 0 10 Scythe, per gross 3 50 5 00 Grind, per ton 15 00 18 00	Wrenches. Acme, 35 to 37 1/2 per cent. Agricultural, 70 to 70 and 5 p.c., Standard, dis. 60, 60 & 10p.c. Coe's Gen'ne, dis. 30 to 32 1/2 p. c. Diamond, dis. 33 1/2, 35 p. c. Tower's Engineer, each 2 00 3 00 " S., per doz 5 80 7 50 G. & K.'s Pipe " 6 00 Burrell's " each 3 40 Pocket, per doz 1 25 2 00
2. American Pattern Only from 1 to 5 dy. 2 90 3 dy. (clath) 3 30	Rules. Boxwood, dis. 75 & 10. Ivory, dis 37 1/2 to 40 per cent	Tacks, Brads, etc. Leather Carpet, 35 per cent. Cut, Carpet, gimp, blued, 50 per cent " tinned, dis. 50 per cent. Swedes' iron, blued or tinned, dis. 50 per cent. Upholsterers' dis. 50 per cent. Copper Nails, dis. 50 per cent. " Tacks 45 per cent.	
3. Canada Pattern Only from 4 to 5 dy. 2 80 3 dy. (clath) 3 20	Sad Irons. Mrs. Potts, per set 0 75 0 80 " N. P. " 1 00 1 10	Trunks and Clout Nails, dis. 60 p cent Patent Brads, dis. 50 per cent. Finishing Nails, dis. 45 per cent.	
Cut Nails (steel) Add 10c. to the prices in list for iron nails.	Sad Heaters. Dome, Shepard's, per doz 4 75 5 00 Sand and Emery Paper. B. & A., sand, 30 p.c. to 30 and 5 p.c. Emery, per quire 55 90		
Wire Nails, 75 per cent from List Jan. 8, '92. Extras as per list for special nails. Terms, 4 months or 5 per cent. cash in 30 days. Brads & Moulding Nails, 75 per cent from new list.	Sash Cord Per lb 22 50		
Nail Pullers. German & American. 1 85 3 50	Sash Locks. Triumph and Morris, dis 37 1/2, 40 per cent. Kempsbell's dis. 40, 62 1/2 per cent Canadian dis. 45, 50 p. c.		
Nail Sets. Square, round and octa- gon 3 38 4 00 Diamond, 12 00 15 00	Sash Weights. Sectional, per lb. 1 1/2 2		
Oil. Canada Refined Oil (Toronto) 14 15 Carbon Safety " 0 17 0 18 Canada W.W. " 0 20 0 22 American W.W. " 0 25 S. R Seal " per gal 0 63 0 65	Saws. Hand, Disston's, dis 10 p. c.		

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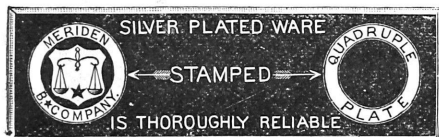
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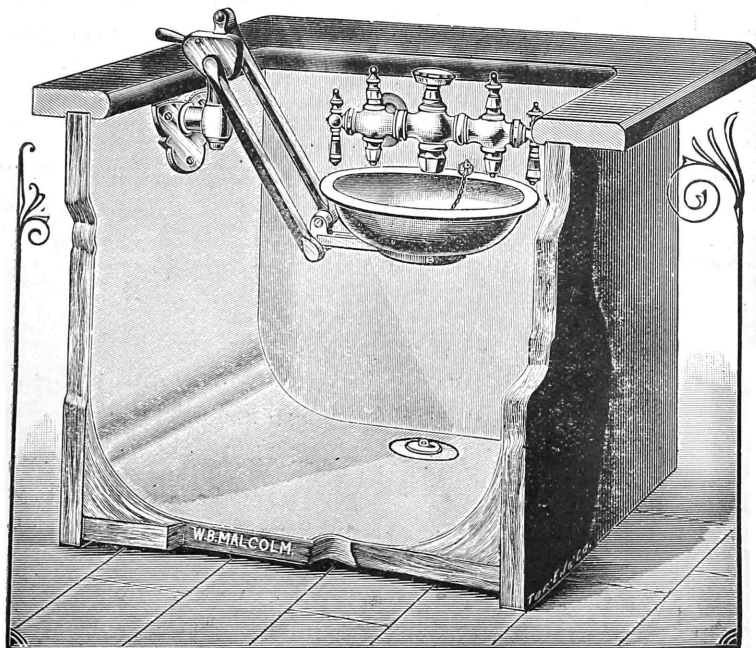
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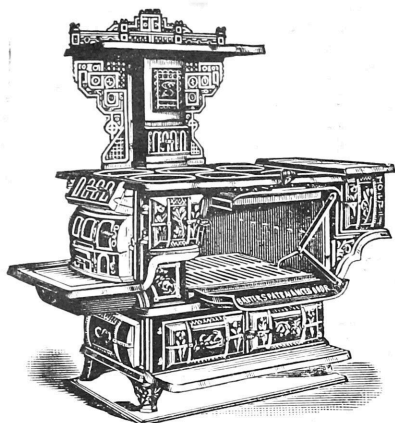
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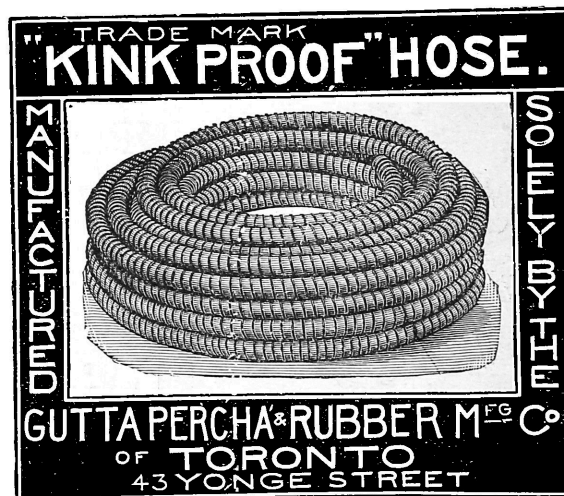
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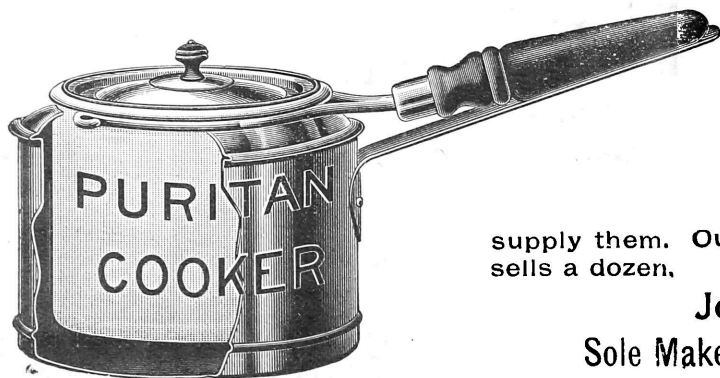
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