

IMPORTS AND EXPORTS.

IMPORTS.

The following is a summary of the quantity, value and duty on imports at the port of Victoria for the month of March, 1892:

ARTICLES.	QUAN.	VALUE.	DUTY.
Acids		\$ 291	\$ 64 76
Agricultural implements		599	211 00
Alc. beer & port wls	8,563	3,573	1,600 00
Animals		7,031	2,039 50
Books, pamph's, etc.		1,710	330 31
Brass & manuf's of		192	145 10
Breadstuffs, etc. viz			
Grain, of all kinds			
Flour, brls.	812	704	118 19
Meal, "	1,277	5,856	933 37
Rice and all other breadstuffs	300	738	138 20
Candles, lbs.	20,211	4,602 88	
Chicory, lbs.	17,995	1,447	361 75
Coal and coke, tons	61,200	498	30 55
Coffee, from U.S., lbs.	6,182	1,286	154 42
Copper and m's of		607	179 40
Cordage all kinds		337	74 47
Cotton, manuf's of	15,677	4,733 84	
Drugs and medicines	33,891	12,733 60	
Earthen, stone and Chinaware		766	232 38
Fancy goods		4,103	1,207 40
Fish		2,388	576 72
Fruit, dried		1,200	333 09
Green		3,817	631 21
Furs			
Glass, glassware		753	236 85
Gunpowder, exp sub's		769	266 00
Hats, caps, bonnets		4,745	1,423 50
Hops, lbs.	630	107	37 80
Iron and steel m's of		30,695	8,526 07
Jewelry and watches			
and m's of gold and silver		229	63 40
Lead and manuf's of		753	125 59
Leather and m's of		4,135	1,019 85
Marble and stone			
and manuf's of		196	45 00
Malt, bush	435	355	65 25
Metals, composition			
and m's of		1,471	461 35
Musical instruments		618	191 00
Oils, coal and kerosene, gals.	12,483	2,901	838 80
All other, gals.	6,067	2,091	478 74
Paints and colors		1,178	367 45
Paper and m's of		1,766	602 37
Perfumery		174	52 20
Provisions			
Bacon hams, etc.	7,990	1,827 20	
Salt, not from Great Britain or British possessions, or for fisheries, lbs.	230,360	1,121	165 27
Seeds		1,231	131 35
Silk, manuf's of		6,222	1,865 45
Soap of all kinds		220	81 78
Spices of all kinds		111	27 00
Starch, lbs.	8,522	510	170 44
Spirits			
Of all kinds, gals.	4,401	6,811	9,424 48
Wine, other than Sparkling, gals.	1,759	1,281	1,063 33
Wine sparkling doz	76	523	282 30
Sugar above No 1 lbs	60,113	2,076	528 02
Not above No 1 lbs	8,530	328	16 40

ARTICLES.	QUAN.	VALUE.	DUTY.
Sugar, syrups, cane juice, etc., lbs.	1,179	72	17 68
Molasses			
Tea, from U.S., lbs.	2,760	808	80 80
Tobacco and cigars	3,316	1,188	1,560 49
Wood and m's of		3,151	902 25
Woolen m's of		17,291	5,108 07
All other dutiable articles		31,874	9,285 74
Total dutiable goods		\$215,871	\$78,982 61
Coin and Bullion		800	
Free goods, all other		40,888	
Grand total		\$287,569	\$78,982 61

EXPORTS

From the port of Victoria, for the month of March, 1892—the produce of Canada:

THE MINE.	QUANTITY.	VALUE.
Coal	667	2,756
Gold bearing quartz, etc.		15,385
THE FISHERIES.		
Furs or skins of creatures living in the water		895
THE FOREST.		
Lumber—planks, boards & joists	14	140
ANIMALS AND THEIR PRODUCE.		
Other animals		10
Butter	27	8
Furs, dressed and undressed		5,338
Hides, skins, pelts, horns, etc		5,719
AGRICULTURAL PRODUCTS.		
Flour of wheat and rye, bls	250	1,113
Other articles		2
MANUFACTURES.		
Cottons, Woollens, &c		10
Spirits	53	158
Miscellaneous Articles		100
Grand total		\$ 31,934

Goods, not the product of Canada, for the month of March, 1892:

	QUANTITY.	VALUE.
Animals and their produce—		
Horned cattle	2	156
Agricultural products—		
Other articles		5
Manufactures—		
Carriages	1	75
Iron—pig and scrap, castings, hardware, &c.		150
Machinery		120
Sewing machines	3	60
Wood m's of all kinds		1,428
Other articles		2,567
Miscellaneous articles		197
Coin and gold		3,602
Grand total		\$ 8,360
Total exports of all kinds		\$ 40,294

POINTERS FOR THE TRAVELING HUSTLERS.

The traveler whose calls are at long intervals should be more intense and enthusiastic; he has quite a different mission than the other, and his method of doing business should be different. He labors under the disadvantage of lack of opportunity of studying his customer's peculiarities, and little or nothing of the social features marks his relations to the trade. He must consequently be a man who possesses the instinct of rapid diagnosis. He is obliged to "size a man up" quickly and should, therefore, be a good judge of human nature. No two men whom he meets are alike as to their mental qualities, and the method of approach which is suc-

cessful in the case of one may be attended by failure with the other.

Herein the ability of the traveler is put to the test. The man who has the faculty of knowing what to say and of saying it at the proper time is the one who makes the proper preliminary for a good sale. The frequent caller on the trade will find it most profitable to be strictly "business." He has no time for "palaver," and, if he has, he takes too much risk in venturing his peculiar style on untried grounds. Should he be a "funny" man, his wit may drop into unresponsive soil, in which case it will prove a boomerang. It is the better policy for him to adopt the serious, earnest, matter-of-fact way of conducting his business. He will thus, at least, not make himself ridiculous.

Among unsatisfactory men I may be

classed the one who is forever "going to do" a good business. "He never is but always is to be blest." His very common excuses for not doing business as he goes are that some competitor has just got in ahead of him, the terms of the house are not favorable, its manner of doing business at the home office is not exactly such as meets the approval of the trade, etc. Whatsoever the reason may be that he does not sell goods, it never has any connection with him individually. The name of such travelers is legion, for they are many. I once heard a proprietor say to one of his travelers as he was bidding him good-bye: "Now, if you will only sell to those men that were going to give you an order on your next trip, I will be perfectly satisfied." Not infrequently the traveler who thus excuses his failure to make sales is quite honest in such excuses. The dealer actually does often stand him off with a hazy indefinite promise to do something for him next time.

The traveler should leave as little as possible behind him on his visits to be adjusted by correspondence with the house. The fear of not consummating a sale should never cause him to practice any evasion, or leave behind him the slightest grounds for misunderstanding. In taking an order, should any article be wanted by the customer which there is a doubt of the house's ability to supply, it may be passed over until the rest of the order is completed. It is time enough then to explain. The next nearest thing may then be suggested, but never take an order for an article with the intention of substituting something in its place without a previous understanding with the customer. Do not, however, commit yourself until the order for such articles as the house can supply, beyond any question, has been duly taken. To do so is very liable to cause the customer to stop short and declare that he will reserve his order for some one who can supply it all.—*The Traveling Salesman.*

PACIFIC COAST FISHERIES.

A bulletin has been issued on the fisheries of the Pacific coast states. The industry gave employment to 13,850 persons in various capacities, the invested capital was \$6,493,303.

The tables show that the fisheries of California are more important than those of Oregon and Washington. Of the capital invested, \$2,631,210 represented the California interests, the value of products of that state being \$4,446,360.

Oregon ranks next in importance, having a capital invested of \$2,296,632 and a product of 1,033,574.

The amount of capital invested in Washington is given as \$517,307 and the products \$891,860. Compared with 1890, the fisheries of this region have, as a whole, gently advanced, although a few special branches show a decline.—*The West Coast Trade.*

Counterfeit bills are being circulated in Quebec by country people who were "fixed" with them during the late elections.

A prairie fire has burned over several thousand acres in Nebraska, and several farm houses have been destroyed as well as some live stock.