

became distrustful of such "Cheap John" concerns and withdrew their credits. Finally, the concerns burst up; the end of all the boasting was ignominious failure.

The rule holds good in other directions than storekeeping. A quack physician riding about in a gilded chariot may impose for a time upon the ignorant, a quack lawyer may at first make money out of the litigiousness and credulity of clients, but neither of them can gain the confidence of the wise, or even prosper long among the foolish without being found out. We are reminded by an article in the Belfast (Ireland) *Insurance Gazette* of the apparent ease with which people are got to patronize life assurance schemes of an unsound character, when such schemes are adroitly presented with the accompaniments of rhetoric and specious appearance. The journal in question puts the case in this way. Scores of sound life assurance companies have been doing business in Belfast for years, and their payment of claims has been a regular occurrence. Their affairs are transacted without fuss or an effort at publicity. When their head officers visit Belfast they are not announced in the paper, halls are not engaged for tea-drinking and public speaking. Nor do they advertise the death of a policyholder and print letters of thanks when they pay a claim. "Their business is confined to plain work of the twice-two-make-four order; they do not profess to pay claims for sovereigns with half sovereigns; they do not profess to be philanthropists, but hardworking business men.

"Quite differently are affairs directed by the Independent Order of Foresters. The sandwich men of the city are employed to parade with posters announcing that a meeting will be addressed by Oronhyatekha, Esq., M.D. Upon his arrival fulsome compliments fly like hail. A magnificent address is presented to the Supreme Chief Ranger, and a costly jewel [who pays for it?] to the High Chief Ranger. Then they congratulate one another upon what they have done for the cause of life assurance, talk about 'this beautiful country of yours,' and then boast of the fact that three widows of deceased (Irish) brethren receive £1,000 because their husbands have been members of 'our noble order.' If the Foresters, amidst the din of tea-cups, the rattle of knives and forks, and the intermittent testimonial applause, forget all about the prosaic details of actual business, we will not so forget, nor will the public. That £1,000, the portion of the inheritance of the three widows of deceased brethren, is the one solitary substantive reference to finance.

"The I.O.F. proves what can be accomplished by the exercise of tact, a little knowledge of human nature and the judicious application of soft-sawder. The trick is to get a few men together, deck them out with sashes, ribbons and jewels, call them the Noble Order of Liberty, Benevolence and Concord, and then—demand contributions. . . . Oronhyatekha plays well up to the full bent of the folly of his disciples, and with gush, gammon and spinach holds them up for universal—admiration."

BRITISH COLUMBIA BOARD OF TRADE.

A quarterly meeting of the British Columbia Board of Trade was held on October 12th, Mr. Flumerfelt, the president, in the chair, and about thirty members present. The sanction of the board was sought for a petition to the Minister of Commerce, signed by several business firms. This complained that the manufacturers of opium were being made to pay duty upon a lot of dross made up of leaves and other matter; that owing to changes in trade laws they had suffered, and asking that a duty of one dollar per pound be charged only on the actual quantity of opium received. The matter was ruled out of order. The president stated that Mr. Van Horne, of the Canadian Pacific, had promised to make it a full port of call for all of the company's boats. He regarded the C.P.R. as committed to that promise, and he believed it would be kept.

Next the board considered a matter which appears hitherto to have been neglected, namely, the desirability of taking measures to make the city of Victoria and the Province of British Columbia better known abroad. Mr. Brownlee, for example, reported that residents of the city who had been abroad reported that in China and Japan, and other places, Victoria was virtually unknown, and Captain Cox stated the same thing, whereas other cities had been made known by pamphlets etc. Mr. Nicholls produced the pamphlet issued by Peterboro', Ont. entitled "Fifty Facts about Peterboro'," and a similar publication respecting St. Paul, and recommended something of the sort for Victoria. Messrs. Ellis and Morris favored an illustrated pamphlet descriptive of the climate, trade and resources of the province. Finally, on motion of W. H. Ellis, seconded by Mr. C. E. Renouf, the matter was referred to a committee to be named by the chairman. Several gentlemen were then elected members of the board.

THE TANNERS' DIFFICULTY.

Once more we hear what appears to have become a chronic complaint with respect to the business of tanning in Canada, namely, that tanners are working at no profit, or at inadequate profit. The margin between the price they pay for cured hides and the price they get for leather is not enough, and this simple fact will account for many embarrassments. Our tanners appear to lack "back-bone." If, when a man is offered a price for leather which he knows to be insufficient to yield him a living profit, he would refuse it instead of accepting a "bluff" offer based upon the threat that the buyer can buy cheaper elsewhere, this evil in the trade would cure itself. Hide importers as well as banks soon tire of assisting men who persistently make goods without profit.

FLAX MILL EMPLOYEES' STRIKE.

Messrs. Weir & Weir employ about thirty men in their flax mill at St. Mary's. In the spring when plenty of work is to be had on the farm, a number of the hands generally leave the mill and seek other employment. When harvest is over and the winter is beginning to set in, however, there are always many applicants for a situation in the mill. Proceeding upon the idea that if men were more anxious to secure work in the winter than during the spring and summer months it would be but just to pay lower wages in the winter than during the rest of the year, Messrs. Weir & Weir submitted a lower bill of wages to their men. This was refused and a strike ensued. The men probably would not object to a difference in wages during different seasons if only the employers would wait until next spring, and then, by way of a change, raise the bill of wages.

A HINT ABOUT TARES.

We may mention a "pointer" that will perhaps serve a good purpose with retail dealers. It concerns such goods as figs and currants in packages. Some grocery importers and some fruit dealers sell figs at so much per box and without taking the tare off the package, in which case they make from 10 to 18 cents per pound out of the wood. Others who sell at so much per pound, and take off a fair tare for the package, are of course handicapped in the race. Again, with respect to Patras currants, we have seen invoices of a certain number of packages with half barrels tared at a uniform figure of 20 lbs., when the actual weight of the packages was 21, 21½, and 22 lbs. Thus on ten barrels a difference of 1½ lbs. each, at 5 cents per lb., comes to 75 cents. A buyer who thinks he is saving money by obtaining a "cut" of one-eighth cent the pound may find, in such a case as the above, that he pays for it in the weight of wood by this guess method of taring.

GRAIN AT AMERICAN LAKE PORTS.

A compilation of the Chicago Board of Trade shows that the stock of wheat and Indian corn at the lake ports of Chicago, Milwaukee, Duluth, Detroit, Toledo and Buffalo was 36,414,000 bushels wheat on October 6th, which was increased by October 13th to 36,694,000 bushels, and on the first-mentioned date 2,083,000 bushels maize, which had been reduced a week afterwards to 1,980,000 bushels. The share of the respective ports is shown in the following table:

	Wheat, bu.	Corn, bu.
Chicago, October 13th.....	25,349,000	1,674,000
Duluth, ".....	3,315,000
Milwaukee ".....	708,000
Detroit, ".....	1,608,000	16,000
Toledo, ".....	3,436,000	34,000
Buffalo, ".....	2,288,000	270,000
Total.....	36,694,000	1,994,000