

### The Selection of Stocks.

One of the most costly departments of a store is that devoted to silks. At the same time it is one capable of attracting a crowd of admirers and buyers if properly selected and arranged. No goods make a handsomer window or counter display, and half the battle in selling is to catch and hold the eyes of shoppers, which glittering folds of silk will do. Black silk is always a standby in faille Francaise, rhadames and surah, with few armures and gros grains to suit conservative tastes. Unless catering for an expensive trade, extreme novelties in weaves should be handled gingerly. For these it is better to wait until the trade and fashion papers have spoken of them and customers ask for them. Ordinary novelties should be on hand as soon as the season opens. It is a poor policy to defer buying seasonable goods until every one has bought elsewhere. Surah of at least two shades and all shades always sells. Black and colored satins are demanded for lining net and lace dresses. Figured and plain India silks take well in medium designs and the fashionable colors of the season, which vary like the weather. Amethyst, lavender, stom green, porcelaine, blue, old rose, gray and red take well this season. In white silks ivory, opal and cream shades in surah, India and faille Francaise are the oftenest asked for.

The chief colors in demand are old rose, grayish blue, porcelain tints, stem, grayish and dark green, golden, red and cigar brown, greenish, silver, steel and lead gray, bright red, amethyst, Nile, pale blue, yellow straw, rose, tan and suede shades. More silks are sold at retail for \$1.25 than any other price, but it is well to have a quality of faille Francaise, the most universally worn silk, at 90 or 95 cents, as a price under a dollar does most surely attract. In black silks have a better grade, as a woman expects a black silk to last longer and is therefore willing to pay more for it. Do not be tempted to buy a lot of fancy stripes or brocades "because they are so cheap." They will prove dear if not in style, which may be discovered by reading trade and fashion papers. Any country merchant who undertakes to run a store without informing himself carefully upon current fashions makes a sad mistake. Nowadays the trade papers contain a mine of valuable information, which should be worked every week. By keeping one's eyes open at all times, something new may be learned every day, and a habit of observation and ability to "catch on" are of immense advantage to the retailer.—New York Dry Goods Economist.

### \* Speculation.

To speculate is as natural as to think. We all speculate more or less, our very existence depending to a certain extent upon the habit of making due calculation for the exigencies of the future.

It is the excesses to which men are carried in the reckless indulgence in speculation that make the habit one to be avoided rather than cultivated. The foresight which enables a merchant to seize an opportunity and use it to advantage and profit is commendable. The alertness of the mind that jumps at the solution of a perplexing problem is admired. It is natural and praiseworthy to use all the faculties with which nature has endowed us in following a determination to win success in any department of life in which we may be placed or in

any avocation which we have chosen. When, however, the present is hazarded for the future that may bring desolation instead of prosperity, or death instead of life, it becomes a question whether such speculation be not madness, if not indeed criminal.

Commercial gambling is the enemy to business stability and morality. Like the deadly opiate, when indulged in, the invariable result is the deadening of those sensibilities and instincts that are the safeguards to probity and sound business principles. The speculator empowered by a fascination that grows stronger with each successive indulgence in the habit, becomes unfit at length for the routine of regular business life. No merchant who values his good name, who has any thought of his home, or who wishes to win honorable and lasting success, will turn aside to questionable methods of making money. A prominent merchant remarked a few days ago, that if he had all the money he had lost in "side shows," he would be a wealthy man. The merchant referred to was one eminently successful in his particular business, but one for whom the temptation to dabble in outside schemes was too strong. He wasted a small fortune in investment in a patent, and another in real estate, with thousands of dollars in different schemes that held forth inducements of large profits.

The fact that a few have jumped from comparative poverty to affluence through a lucky deal, or a clever speculation, is sufficient to induce others to venture and often lose all they possess. So much is heard of the successful and so little of the unfortunate ventures, that the possibility of failure never seems to present itself to many who trust their happiness to a turn of the wheel of fortune.

The merchant will find plenty of opportunity for legitimate and profitable speculation in his own business. By carefully watching his opportunity in buying, properly gauging his requirements and thoroughly noting the prospects for future trade and prices, he will be able to build up a more certain and lasting success than by wildly rushing into any outside scheme.—Canadian Shoe and Leather Journal.

### British Columbia Marble.

At Rudge's marble works, Victoria, two fine specimens—the one of excellent sandstone, the other of pure white marble—are at present attracting the admiration of all interested in mineralogy. The sandstone, which is of remarkably good color and grain, was recently discovered to exist in immense quantity on Addington Island, near Alert Bay. The samples brought down are of a fine, gradation stone, which cuts, saws or bores well, and which will stand fire better than any known fire brick. This last mentioned quality rendering it especially adapted for furnace building, while it can also be used to splendid advantage by builders and in monumental work.

Addington Island, where the quarries are located, contains about one hundred acres of the sandstone. Messrs. Hewson and Rudge are the owners of the valuable find, and their intention is to develop it at once. They claim that the quality of the stone is much superior to the Nanaimo article while it can be profitably marketed at a lower price. Addington Island, alone of the group of which it forms one, contains the sandstone which is already being used by Victoria cutters. Of the marble

great things are expected. It is pronounced of harder character than the Vermont production, and is said to be comparable only with Italian. It cuts well and takes an unsurpassed polish, while its solidity ensures its durability. Of the full extent of the supply which is contained in the mountain at Knight's Inlet, little is known. The deposit appears inexhaustible. At any rate, there is enough to last the Pacific coast for centuries. Rutland marble now monopolizes the trade of America, but the owners of the Knight's Inlet mine expect to compete successfully with the Vermonters, having a better article, which they will be able to sell just as cheaply. It is anticipated that the new marble will take the place of all imported material here at once, and that the trade that will be opened up by its exportation to the United States will constitute another important and profitable industry for British Columbia.—Colonist.

### Vancouver Markets.

Business has been quite lively during the past week, and the market has been kept well supplied in the various lines of general trade. Prices are practically the same as the week before, but if anything there is signs of a downward tendency. Green stuffs are coming in in considerable quantities from California, and during the week red onions, parsnips and carrots have been placed on the market.

In flour: Hungarian is quoted at \$6.50; Manitoba patents at \$6.50; Manitoba bakers at \$6; Oregon at \$5.50; Spokane Falls at \$5.25. Oatmeal: Standard, per sack, \$3; granulated, \$3.25; rolled, 3.50; cornmeal, \$2.85. Feed: Hay, \$18. Grain: Wheat per ton, \$38, oats, \$40; beans per lb, 3½c; split peas, \$5, whole corn, \$35 per ton; cracked corn \$22; chopped feed, \$35; bran \$25; shorts, \$30.

In green vegetables: Peas are quoted at 8c; rhubarb, 5c; asparagus, 10c; new potatoes, 5c; parsnips, 2c; carrots, 2c; turnips, 2c.

During the week two cars of old potatoes were received, one from Manitoba and the other from Sicamons. They are quoted at \$15 per ton.

Fish: Salmon is more plentiful and is quoted at 8c; halibut, at 12½c; cod at 8c, and small fish at 7½c.

Fruits: Bananas are quoted at between \$5 to \$6 per bunch; Washington Naval oranges at \$0.75; Mediterranean Sweets at \$5.25; Riverside at \$5.

Maple syrup still remains at \$1.50 per gal.

Dairy produce: Grass butter is abundant and is quoted at 30c; dairy butter is scarce and is quoted at 18c; creamery, 23c. Eggs are plentiful at 20c per dozen. Chickens, which are the only fowl in the market are quoted at \$10 to \$12 per dozen.

The prices in sugar remain unchanged. Standard granulated is quoted at 2c.

In meats the prices are the same as last week. Hams, 16c; bacon, 12½c to 12¾c; smoked, clear side, 12½. Fresh meats are unchanged as follows: Beef, 10c to 18c, according to cut; veal, 10c to 18c; mutton 11 to 18c; pork 12½ to 18c.—News Advertiser.

The capital of the Canadian Interior Conduit Company, of Toronto, which lately made application for incorporation, will be \$150,000. They will manufacture conduits and tubes for containing electric wires, etc. H. P. Dwight, manager of the Great North Western Telegraph Company, will be provisional director.