

THE JAMES ROBERTSON COMPANY, LIMITED,

TORONTO.

❁Manufacturers of

**BARBIT METAL
BARBED WIRE
LEAD TRAPS
LEAD SHOT
SAWS
SHEET LEAD
SOLDER**

❁Grinders of

**COLORS IN OIL
COLORS IN JAPAN
DRY COLORS
PUTTY
READY MIXED PAINTS
WHITE LEAD**

Importers of and Dealers in

METALS, PAINTERS' PLUMBERS' & TINSMITHS' SUPPLIES

Sanitary specialties, Water Closets, Iron Pipe and Fittings.

Write for Prices and Catalogues.

Agents: E. G. Anderson & Co., Victoria.

STARTING IN BUSINESS.

There is a universal desire on the part of young clerks and employees in general to get into a business of their own at the earliest possible time, remarks an exchange. Of every three who leave a salaried position in the store or shop, two would have done better by remaining on salary; and the third doesn't find that his business career is leading through a pathway strewn with roses. No; far from it, in many cases. Some find themselves burdened with responsibilities and cares they had never dreamed of in building their air castles of a future business career.

We do not wish to discourage the young men who can see his way clear, and whom community needs in some business calling, but there are many to whom it never certainly occurs that there are a few things as much needed and absolutely necessary as capital. One of the few is a thorough and practical knowledge of the business to be entered into; one is industry; one is firmness; another is quick and correct judgment of human nature in all its phases; and still another is the capacity of making innumerable friends. If you possess all of these requisites, then your success in business is assured.

We have on various occasions known men—good, clever men—to go into a new town, among strangers, open a store of new goods, and after running several

months or a year or two sell out at heavy loss, or pull up stakes and shift to some other town at a still heavier loss and try it over. Often the same result would follow after removal to another town. In the majority of such cases, it is self-evident that something is lacking, and it can almost invariably be traced to the absence of some one or more of the above-mentioned qualifications.

Starting a new business is too often equivalent to building another fence around the farm ten feet outside of the old fence, which already answers every purpose for which it was built. This is a condition which exists throughout the greater part of the west—business in nearly every line is overcrowded. The evils of the situation, or the lack of economy we might say more correctly, is the rental of two stores, when one would answer; double the amount of capital tied up than is actually necessary, and double work in keeping two stocks in order instead of one.

If you possess the ability to conduct a business of your own, by remaining with a good established business on salary that same ability will sooner or later promote you to the position of junior partner or manager.

Cheese buyers purchased second week of May product at Belleville for 10¢ cents.

SAN FRANCISCO COAL TRADE.

J. W. Harrison, coal and metal broker, San Francisco, reports May 12, as follows: "During the week there have been the following arrivals: From the Coast mines, 22,071 tons, from Swansea, 1,788 tons. We are sadly in need of some foreign grades for special uses, principally Australian, but are substituting other fuel meanwhile awaiting overdue cargoes. Firemen become accustomed to feed certain coals daily and thus acquaint themselves with their characteristics; eventually they believe that some certain grade must be utilized or steam cannot be made. These fallacious conclusions become very costly to some manufacturers, who could with economy make a change of fuel. European and Australian coal freights are hardening, and a further advance is anticipated. The Wilson tariff is being pruned and trimmed to suit the requirements and demands of about every state in the Union, hence an early passage is assured, and we may reasonably look for bituminous coal to be dutiable at forty cents per ton about July 1st, proximo. If our interests had been subserved it would have been, as it always should have been, on the free list, if our local rights had not been bartered for."

J. H. Falconer shipped fifty cases of goods by the Warrimoo to Australia.