

# THE HASTINGS ART STUDIO



) FOR FINE PHOTOGRAPHS.

Hastings, Manager. 56 Fort Street.



**WELL SOLD.**

"Wouldn't it be a good idea," said the disinterested friend, "to put a high grade bicycle in your window and mark it \$50, at some such price? You'd lose some money on it, of course, but look at the advertising you would get out of it. Everybody in town would be talking about it inside of twenty-four hours, and your store would get a reputation for selling good machines cheap that would be worth hundreds of dollars to you."

"That's not a bad scheme," said the bicycle dealer, after thinking it over. "John," he called out to one of the boys, "put that Greased Lightning racer in the front window, and mark it \$50."

"But—" "Never mind arguing the matter. I know what I am doing."

The Greased Lightning racer was placed conspicuously in the show window, with the \$50 tag appended.

"Now," said the disinterested friend, "that looks something like it. You'll see a crowd gathering there inside of five minutes. By the way, you may just consider that machine sold. I'll take it off your hands. But I'm no hog," he added cheerfully. "I'll let it stay in your window till to-morrow morning."

"Wasn't that rather an unhandsome trick?" asked the silent partner after the disinterested friend had gone away. "No," reflected the dealer. "That machine has been on hand two years, but it's worth every cent of \$47.50."

COMMENTING on the recent scarcity of fruits in Winnipeg owing to the railway troubles in the United States, the Commercial of that city says that British Columbia ought to be in a position to supply the market, adding that dealers would give B. C. fruit the preference if it arrived in proper shape, the quality being all right where attention is paid to the cultivation of desirable varieties. It is to be hoped that this suggestion will not be thrown away. Our contemporary observes that "British Columbia should be in a position to supply the Manitoba market with strawberries in season, as some very fine strawberries have come from Oregon, and as the berries can be shipped from Oregon, there should be even less difficulty in bringing the fruit from our own Pacific coast." But it is not strawberries alone in which this

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Province excels. There are numerous other fruits, big and little; but quality, condition and style of packing are matters of paramount necessity to the success of such a departure.

W. F. Wilson, of Vancouver, has been appointed agent of the Burrard Inlet Red Cedar Lumber Co. for Manitoba and the Northwest with headquarters at Winnipeg.