

## MANIFEST TO ARRIVE.

British bark Lizzie Bell, 1,030 tons, Capt. Edwards, from Liverpool Sept. 28, for Victoria, R. P. Rithet & Co., Ltd., consignees.

6,000 bxs tinplates, R P Rithet & Co, Ltd; 3 cs private effects, Rev R I Roberts, Keeper Island; 1 cs private effects, W Dashwood Jones; 25 csks soda ash, 50 drums caustic soda, 10 drums do; 79 tons 9cwt Cardiff Foundry coke, 10 bxs tinplates, 25 bxs terne plates, 437 pigs lead, 25 cs bath bricks, 1,120 sacks coarse salt, 20 Admiralty tested chains, order; 30 cs stout, 50 cs lime juice, 30 cs Apollonaris water, 4 hhds export ale, 2 drums misbane, 1 keg vermilion, 20 bbls whitening, 5 crates earthenware, 5 crates galvanized iron buckets, 100 bales best oakum (colored), 20 bbls boiled linseed oil, 10 bbls raw linseed oil, 750 cs whiskey, 2,538 sacks fine salt, 2,243 sacks fine salt, order; 200 cs bottled beer, 200 cs do, R P Rithet & Co, Ltd; 1 bale carpets, 3 bxs and 1 csk hardware, Mrs J T Bennett; 9 crates earthenware, 15,000 white fire bricks, 74 csks paint, 1 cs copper nails, 20 bars galvanized iron, 2 bbls containing 10 bars copper and 25 bars yellow metal, order; 20 cs brandy, 5 cs do, B Gordon; 2 cs brushes, order; 5 crates earthenware, E Boote; 1 cs private effects, F C Roberts; 22 bbls assorted waters, 22 half csks do, 10 cs do, 39 cs lime juice cordial, 1 cs show cards, A B Gray & Co; 1 cs piano, D H Berkley; 50 tons No 1 Glegarnock pig iron, order; 5 cs oilmen's stores, 1 cs mangle, Turner, Beeton & Co; 2,000 bxs tinplates, Turner, Beeton & Co; 4,002 bxs tinplates, British Columbia Canning Co; 11 cs furniture, R Dimma; 1,947 steel rails, 400 bbls fish plates, 30 cs bolts and nuts, Findlay, Durham & Brodie; 600 cs tin plates, order; 3 bxs wearing apparel for missionaries, Rev T Williams; also a quantity of naval stores, the Victualing Storekeeper.

## FOR VANCOUVER.

6 bbls rum, Baker Bros & Co; 50 cs Holland Geneva, order; 50 cs bottled beer, Baker Bros & Co; 15 cs stout, 15 cs do, 15 cs ale, 15 cs do, Wm Urquhart; 50 cs Geneva, 26 cs Champagne, 25 cs gin, 30 cs brandy, order; 2 cs furniture, J F Ross; 50 cs of brandy, W S Price; 3 cs furniture, F Hastley; 3 covered safes, 50 cs brandy, 1 cs samples, Baker Bros & Co, (ltd).

## FOR NEW WESTMINSTER.

20 cs window glass, Toronto plate glass Imp Co; 3 cs effects, Chas A Stoss; 3 cs settlers' effects, Mrs Schon.

## FOR NANAIMO.

30 cs Geneva, 10 cs Champagne, order; 4 cs oil cloth, J Sehl.

## CONSIGNEES.

Victoria—Naval Storekeeper, R P Rithet & Co (ltd), T J Bennett, Benj Gordon, G & J Doughty, Edward Boote, F C Roberts, A B Gray & Co, D H Berkley, Turner, Beeton & Co, R Dimma, Findlay, Durham & Brodie, Rev T Williams.

Vancouver—Baker Bros & Co, Ltd, Wm Urquhart, J F Ross, W S Price, F Hastley.  
New Westminster—Toronto Plate Glass Co, C A Stoss, Mrs Schon.

Nanaimo—Order, J Sehl.

## TEA DRINKING AMONG THE MOORS.

When a party of guests enter the house or the tent of a rich Moor, one of the near relatives of the host is charged with the

duty of making tea. He squats in one corner, having on either side of him a large server or platter. Upon one of these servers are a number of cups, and upon the other a sugar bowl, a box of tea, a pile of fragrant leaves, a copper apparatus for heating water, and a tea urn. The tea maker sets the water to boiling with a little fuel and then pours the boiling water into his tea urn, quickly adding to it some tea and some sugar, and allows the compound to steep a few moments. Then he pours out a cup of tea and tastes it, smacks his lips, sniffs the odor of the liquid, and draws a deep breath—all with an air which says, "I am going to get this tea just right." The chances are that he does not find the compound to his taste at the first attempt, for he pours the tea in his cup back into the tea urn, adds a little sugar or a little tea, and pours out another cup for a second test. This process goes on, the tea maker tasting his tea and pouring it back again until he gets it just to his mind. Then the guests are called, and if any one of them does not finish his cup, he is expected to pour it back into the urn, for it is the custom in Morocco to take three cups in succession, and the tea making has to be begun over again.

## KEEP UP APPEARANCES.

The appearance of a store and the persons of the assistants is accepted by the public as a criterion of the business methods of the proprietor; when neatness and order is lacking, or, in other words, when the general appearance of a retail establishment looks the reverse of prosperous, the public will take it as a proof of incapacity, and will be drawn to other and better conducted stores says the *Merchant's Review*. A happy medium can be easily struck, and the persons of the merchant and his clerks, as well as the whole appearance of the store be made to present an air of prosperity that will attract customers because prosperity always attracts and poverty, or even the semblance of it, repels.

## CLERKS AND SALESMEN.

As a rule, the most successful merchants began as clerks and worked their way up from boys to be the heads of the firms. This is in accordance with the natural order of things.

Ability in a clerk or salesman without application is of small value. Good employees are not made of drones or manufactured of laziness. There must be a drill or march performed before the raw recruit is fit for the fight.

The very first thing a clerk should study is himself, his position in life, his capabilities. In short he should learn to control his mind and thoughts and to turn them in the direction of practical business. All this he can readily acquire by close observation, study and practice.

"In my travels, I have seldom if ever made a mistake in a clerk after entering his store and viewing his stock of goods," says an old merchant. "I invariably know that where clerks have allowed spider webs and dust to accumulate in the store they are no good, and the head of the house is not much better."

## "NOTHING PAYS LIKE A BAD FAILURE."

The above was a remark made by one of our prominent merchants who has been the victim of a number of bad failures, and can therefore speak from experience. He enumerated numerous instances in which parties who had failed and paid small dividends, who were better off a short time after their failures than before, while others managed to retain their fine residences, and through favorable compromises at the expense of their creditors continued in business, put on greater style, and launched out on a more extensive scale than ever. "I know," said the merchant above alluded to, "that in many instances bad failures have proved a paying trade, judging from results immediately following the settlements of the insolvents referred to; and until our insolvent law is amended we shall see a repetition of bad failures turned into a source of profit to bankrupts." There is no doubt a great deal of truth in the allegation, which demonstrates the urgency of legislative action being taken towards a radical reform in the present mode of dealing with bankrupt estates, which admits of settlements without any official investigation, and thus allows dishonest traders to escape their merited punishment, and enables them to start in business again to work further mischief and harass general trade. A leading banker of this city entreated us to continue advocating a new bankruptcy law, which would have for its object the repression of the many failures which now disgrace the annals of Canadian insolvency, by introducing more stringent measures against questionable practices on the part of bankrupts, and thereby secure greater protection to fair traders who are too often made to suffer for the misdeeds of a class of reckless men who thrive under the present loose insolvency system. Men must be taught that bad failures are by no means profitable ventures.—*Montreal Trade Bulletin*.

## WINDOW SIGNS IN RETAIL STORES.

With the wonderful and rapid increase in the development of the newspaper comes a like improvement in the matter of advertising. It is not many years ago when a great deal of advertising, and especially of fancy notions and grocery houses was done entirely by putting up notices on pasteboard, shingles, etc., and stuck up in windows. Every time the merchants received a new article of merchandise a new sign went up. And they always stayed there after once being put in place. Nothing short of a fire or a removal caused them to cease hanging in the windows. People would go into a store where the windows were so full of signs that you could not see in and ask for whatever they happened to want. They placed no credence in the window signs. There are a few such places in existence now, but a very few, and they are growing beautifully less every year.

Instead of the signs of the windows now, tradespeople use their large windows for exhibition purposes. The evolution in this line is a worthy one.—*Exchange*.