

the leadings of those men whose advocacy of Commercial Union between Canada and the United States is but an allegorical way of putting what they hope to see accomplished—the absorption of Canada into the statehood of the American Republic? It is no longer treasonable to regard this latter condition as one of the ultimate possibilities, and the Premier's views upon questions like these would be exceedingly well timed, as henceforward it is not unlikely that in some sense new party lines will be drawn.

For the same reason, as regards the existing policy of Protection, does it not in some respects bear unequally upon individuals, industries and provinces? Our American neighbors are, many of them, groaning under their high protective tariff, particularly as intensified under the McKinley Act. Can it be said that our tariff is equal? Are not the articles consumed by certain classes made to pay either in the total amount of the impost or in the percentage of its levy more than is exacted from others that are better able to give an increased return? In so far as relates to industries, are not some more highly favored than others, and have not certain practical monopolies been created which it would be well to remove in the general interest? Moreover, are there not some provinces—British Columbia, for instance—which are little, if any, benefited by "the policy of Protection to native industries," inasmuch as they have no industries in any way affected under the schedule, and whose people as consumers of articles upon which duty has to be paid, or of native goods the cost of which has been enhanced under the tariff, are compelled to pay exorbitant prices as compared with what they would be obliged to pay were the world's markets or those of the United States free to them?

Besides, considering our handsome contributions to the revenue of the Dominion, should not the Premier see to it that we are not neglected as we are in its expenditures? This is a point upon which we have repeatedly spoken, and it seems to us that we cannot do better than again refer to it. With some provinces the policy was to carry out public works in advance of the actual immediate requirement, but for us there has been no such consideration. Almost our every interest has been made to suffer because, being at so great a distance from the capital and having no resident Minister, the country's administrators or their deputies have not been accustomed to look in upon us and satisfy themselves as to our conditions. When they have come to British Columbia, and to Victoria in particular, their stays have been very short; the anxiety having been to get away as quickly as possible so as not to be "pestered" with our complaints and demands. And, as for our members of Parliament, being so few among so many, we can readily understand how small would be their voice when they felt themselves called upon to speak. Had they, however, been more boisterous they would doubtless have been more attentively listened to, for even the unjust judge of old was obliged to hear the poor widow who wearied him with her much speaking.

We may say that had our members—feeble flock as they are—put in an appearance of strength and made a point of their own importance and that of their province, many things would not have been as at present. The apology for a drill shed that at present stands would no longer disfigure the Government grounds. There would have been a new Post Office and a new Custom House, while we should have been better appreciated and more highly respected. Our influence would have made itself felt if there had been closer attention to Parliamentary duty and less court paid to "functions" of the more social and less practical character. Had the same attention to business been displayed by all the members that has been manifested by some of them, things would have been very different. It is not always that "ornaments" are useful, still personal qualities go a long way, especially when they are combined with devotion to the duty that it is the mission to perform. Sound common sense and hard matters of fact always tell. British Columbia and Victoria require their full exercise, and until they are made the most of we shall never be properly treated. Men like Sir Adolphe Caron and others who might be named are very well in their way, but it is not they who make their weight tell when interests other than theirs are put in the scale against them. It is not slavish partizanship that our representatives should display. They ought to act *in the living present* with all their power and energy.

It should also be borne in mind that where we have had grievances that were deemed worthy of redress, we have had men of the stamp of Samuel Wilnot sent out to bulldoze the parties aggrieved and to persist in the face of all proof that such things did not exist. Our harbors have been neglected, the approaches to our coasts have been improperly and insufficiently buoyed and lighted and the official charts of our navigable waters have, despite the well recognized necessity of new hydrographic surveys, been issued as correct, causing not a few disasters to shipping. As regards the appointment of public officials, we have not had what may be termed a fair show, while it has been like drawing eye teeth to extract anything at all in the direction of advances upon the regulation Eastern salaries because of the enhanced cost of living in these parts. Much more might be said upon this topic; but, if in any way the persistence of the *British Columbia Commercial Journal* in their advocacy shall result in obtaining any of the much required changes, to that extent we shall be satisfied and no more. Meantime, as occasion serves, we shall continue to demand what is needed by British Columbia and, as far as possible, shall vindicate and justify these demands.

EYE WATER VERSUS SPECTACLES.

In the course of my professional business I have observed that many persons, both old and young, but especially referring to young ladies and gentlemen, are in the habit of wearing spectacles. As it is very difficult to credit that young persons really require to use them, I have come to the conclusion that in a majority of cases

young people wear them more as an ornament than use, forgetting that they are really injuring their eyes by so doing. As I have had many years' experience respecting persons wearing eye-glasses, and also the professional advice of one of the best physicians of his day, the late Sir Henry Marsh, physician to Her Majesty Queen Victoria, who gave me his formula for eye-water, recommended by him, I think it my duty to advise the public and young people in particular to refrain from their use. Sir Henry condemns the usual eye-water given by druggists as very injurious to the eyes. Druggists' eye-water as a rule is sulphate of zinc. I beg to offer a bottle of eye-water made from the formula of Sir Henry, free to the first twenty persons that call for it (for their own use) at the Dominion Hotel from 9 a.m. to 6 p.m. daily, except Sunday. In one township of County Grey, Ontario, I sold 12 dozen bottles of this eye-water in six weeks; 16 pairs of spectacles were to my knowledge taken off for good, and I heard great compliments paid to me for the benefit the eye-water conferred on them. Price 25 cents. Apply to

PROFESSOR TOTTENHAM,
Victoria, Nov. 11th, 1892.

DON'T FORGET NAMES.

An old merchant lately remarked to the writer that his early success in trade was largely due to making it a point to never forget faces and names of customers. He said: I was always at my front door during the busy season, and when a customer entered whom I had met before, I was quick to meet and greet him by name. It always had a good effect, as it placed him at ease. No matter how sensible we may consider ourselves to be, we are always a little chagrined when we meet those who should remember us, but do not and say, 'Beg pardon, I have forgotten your name,' or 'I cannot remember you.' "It makes a very agreeable impression upon those who have seen us but once or twice to be met at the door and called by name, 'Mr. Brown, how are you? How is trade in Brownville? Glad to see you in the market!' at once enlists his attention. You touch a chord of sympathy and show him he has occupied your thoughts, and he does not forget it. This may seem a small thing, but life and trade are made up of little things; and it is the little streams that make the rivers.

"It pays to know your trade. On the young man it leaves a lasting impression, and he always remembers the merchant by whom he was accorded a kindly welcome."

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